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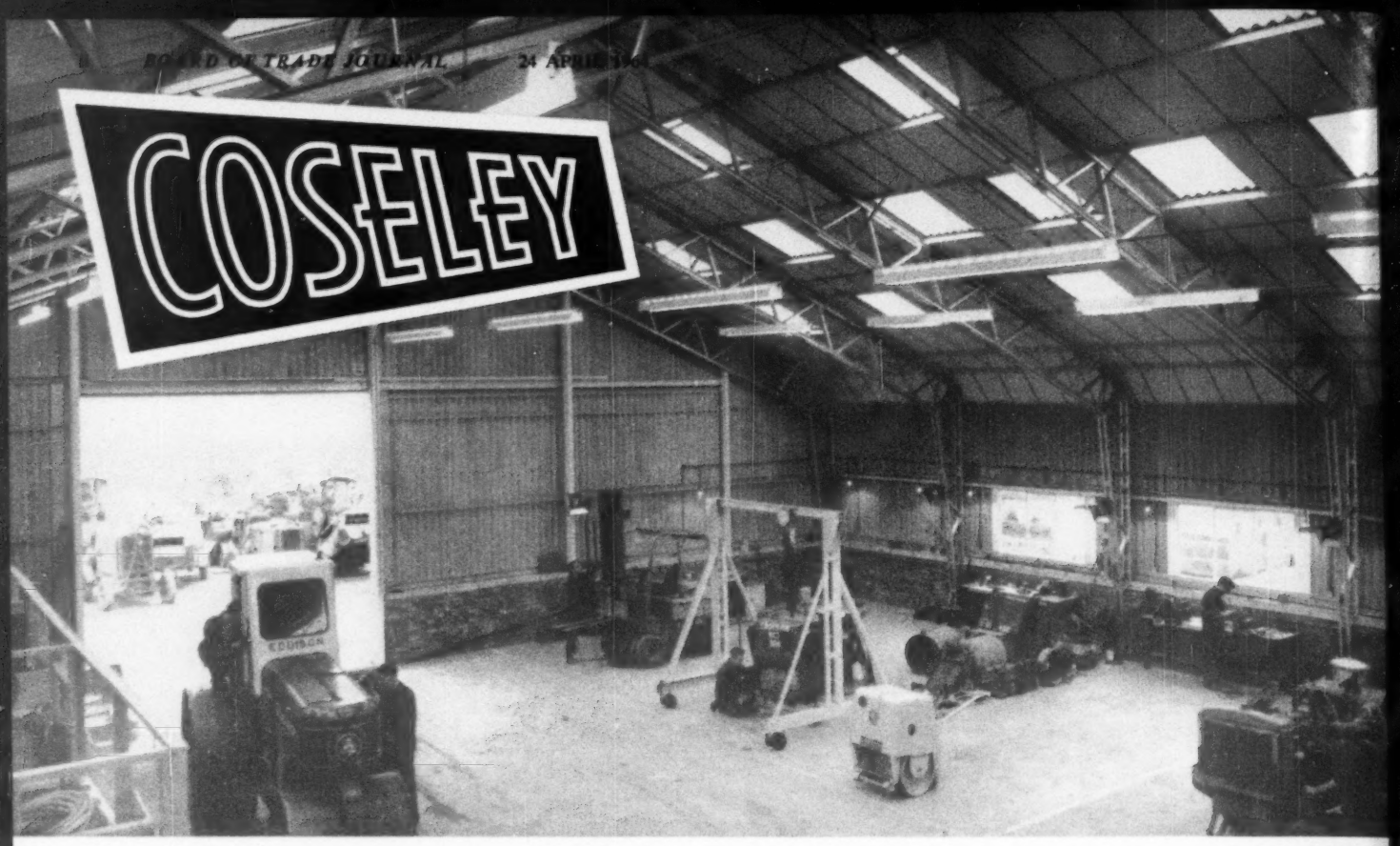

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Government's services for exporters 'the best in the world' . 891
Industry must adopt modern techniques – The Secretary of State 893
Progress and understanding – aim of Anglo-Soviet trade – Mr. du Cann 894
Trading with the USSR 894
Russian aviation delegation's visit 894
Trade missions from the Atlantic Provinces 894
Visit of Minister of Public Works of Ecuador 894
NEDC work sharpens understanding of UK's economic problems – Mr. Runge, FBI President 895
New chairman of IEMC for Wales 895
ESRO summer school in spacecraft technology 895
Eight man trade mission to Syria and Iran 896
Commonwealth businessmen to meet 896
Visit of Presidents of Moroccan Chambers of Commerce . 896
Construction industries overseas record 896
Purchase-tax exemption for some drugs and medicines . . 897
Application for exemption from import duty of hatters' fur . 897
59,000 visitors to UK in February 897
ASEE Jubilee Dinner 897
The Control of Hiring (Television Sets) Licence 1964 . . 897
Customs declarations for parcels to Switzerland . . . 897
Change of address of Official Receiver, Norwich . . . 897
Patents endorsed 'Licences of Right' 898
Applications for temporary exemption from import duty . 898
New books 899
Questions asked and answered in Parliament 900
The economy: selected indicators 901
Provisional figures of UK trade in March 902
Industrial building in the first quarter, 1964 902
Business Monitor: Production Series 902
World trade and production in 1963 903
Index of retail prices in March 903
Report on the Census of Distribution and Other Services, 1961 903
Government surplus sales by auction 905
Registrations of British and foreign films 906

Exhibitions and Fairs

Paris display of British plants and garden equipment . . 907
Umbrellas go gayer 907
Houston store buyers to visit UK 907
British participation in forthcoming trade fairs and promotions 909

Overseas Trade and Exports

Trade and Financial Arrangements

France and Yugoslavia. Italy and Czechoslovakia. Italy and the USSR. Morocco and Yugoslavia. Morocco and Czechoslovakia. Morocco and Guinea. Morocco and Mali. Morocco and Sweden 911
Information for exporters 912
British commercial representatives overseas . . . . . i–viii
Exports tours of UK businessmen 916

Tariff, Customs and Import Regulations in overseas countries

Argentina: Foreign exchange regulations. 'Aforos' for imports. Further 'Aforos' for imports 925
Australia: Tariff changes. Reference to the Special Advisory Authority. Tariff board inquiry. Further Tariff Board inquiry. Revision of customs by-laws. Cancelled by-laws. Parts orders. Details of tariff changes 919
Brazil: Import regulations 925
Canada: 'Made in Canada' rulings 930
Ceylon: Import of drugs 935
Chile: Amendments to customs tariff 925
Dahomey, Republic of: Importation of eggs 933
European Economic Community: Rules of competition . . 932
France: Modifications to French customs tariff. Import of goods from Britain under negotiated quotas. Modifications to customs duties. Global quota for live cattle. The French market . . 931
Indonesia: Changes in import and foreign exchange regulations 936
Italy: Duty reductions and suspensions. 932
Jamaica: Import licensing arrangements 925
Lebanon: Customs tariff amendments 933
Malaysia (The States of Malaya): Pioneer Industries Ordinance, 1958 935
Mexico: Import licensing. Customs tariff changes . . . 929
Portugal: Drawback of import duty on steel wire 931
South Africa, Republic of: Agricultural Pests Act, 1957 . . 933
Southern Rhodesia: Suspensions of duty 934
United States: Investigation on drawn or blown flat glass . 930
Cheaper postage rates for air parcels to Hawaii 929
Index to Statistics published regularly 936

Front cover photograph

'There can be few shareholders who are unaware that the greater part of the Group's trading profit is today derived from overseas business', wrote Sir Harry Jephcott, Honorary President of Glaxo Group Ltd., when introducing the booklet which carried this illustration at the time he was chairman. The Group's subsidiary companies operate in 22 countries, and there are, at present, 32 factories throughout the world. Profits earned in export trading help to maintain the high level of research and development expenditure so essential to the competitive strength of the whole Group. Glaxo exports have also made a sizeable contribution to the post-war record of overseas earnings of which the British pharmaceutical industry is justly proud.

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Government's services for exporters 'the best in the world'

A motion that since economic growth in the United Kingdom depended on a continuing increase in exports, the Government should ensure that British exporters continued to receive all possible assistance from its wide range of services, was approved in Parliament on April 17.

Replying to the discussion, Mr. Edward du Cann, Minister of State, Board of Trade, outlined the export services provided by the Government. These were described by one speaker as 'the best in the world.'

Extracts from the Minister of State's speech are given below. (The quarterly list of addresses and telephone numbers of overseas commercial posts, referred to in the debate, is given on pages i-viii of today's issue. The detailed programme of official participation in international trade fairs for 1964-65 is given on page 909).

'The Board of Trade in London is the central pool of Government knowledge and information for exporters. We have an Export Services Branch at Hillgate House in the City of London. In 1963 that office of the Board of Trade received 325,000 letters and interviewed 5,000 businessmen on the widest variety of export inquiries imaginable. Its statistics and market intelligence library is one of the finest of its kind in the world. A booklet describing its work was recently issued and we sent a copy to 27,000 manufacturers in a series of direct mail campaign letters.

'I think my hon. Friends will agree that that part of the Board of Trade is doing a great deal. It obtains information from many sources, not least from the commercial officers in 200 posts in the principal cities of the world. My hon. Friend asked if the acceptance of the Plowden Report would mean that standards would be reduced in any way in the commercial offices. I can assure him that in no circumstances shall we allow that to happen. Indeed, our whole aim is continually to improve the services.

'The number of commercial officers is being substantially increased. This will help with the question of overlaps, which has been mentioned. We want to see people settled in a particular place for as long as possible, subject only to the obvious difficulties of posts which are hard climatically, and other personal matters which the House can very well appreciate. There is no doubt that in general Plowden will take us a stage further forward. The Foreign Office and the Board of Trade are in close consultation about all of this.

'In relation to knowledge of commerce, I want the House to know that revised and improved commercial training courses have been started at the beginning of the year. Four weeks of the course are devoted to comprehensive instruction on exporting at the City of London College. So, although it may seem that it would be better to pluck out a director of ICI and set him down in the Island of Trinidad. I am not sure that is right. I think there are great advantages in the system we have at the present time.

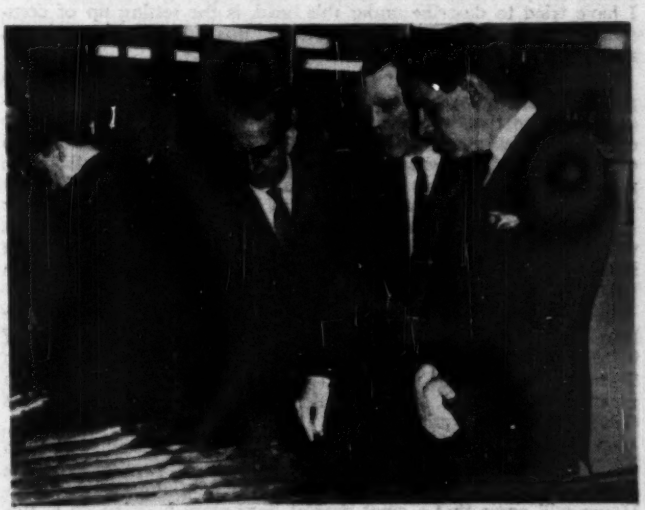
'While I do not believe that any body of men like commercial officers would pretend that every one of their men was perfect, any more than any one of us would claim that every Member of the House of Commons was a perfect human being, at the same time we feel that we are providing them with the facilities that they need. Certainly we shall be supporting them as strongly as we can. I know that many of them do extraordinarily good work in many corners of the world.

'We have nine Board of Trade Regional Offices and in 1963 export officers in the regions paid over 20,000 visits to firms to talk about export matters of various kinds and to give practical help and encouragement in order to develop an interest in exports among those particular firms. They support and encourage export clubs. Indeed, the range of information available to the Board of Trade is very large. It can advise about export possibilities for products and how to establish them in overseas markets. It can identify the most likely countries where a market may exist. It has a great deal of information about market prospects, business conditions, local production and imports, local tastes and peculiarities, trading methods, other foreign competition, and so on.

'The Board of Trade probably has the most comprehensive collection in the world, outside the Bodleian, of foreign trade directories, lists of importers, records of the commercial status of overseas firms, and so on. It can give precise and up-to-date information about tariff and import regulations of overseas countries, including details of customs duties, for example, import licensing and quota arrangements, certificates of origin, consular invoice and fee requirements, trade and merchandise marks, food and drug regulations, and so on.

'As to agents, often the major problem for an exporter is to find a good agent. Here again, the Board of Trade can help. We can always ask the appropriate overseas commercial officer to make suggestions about likely agents, and the overseas officer can always consult agents personally as to their interest in the product.

'Whatever the Board of Trade does at home, whatever its great range of activity – libraries, catalogues, visits and so on – I repeat



Mr. Edward du Cann (right), Minister of State, Board of Trade, examining a steam turbine wheel during his recent visit to the AEI works at Trafford Park, Manchester. With him are Mr. R. H. S. Turner (second right) director of manufacture, AEI Power Group; and Mr. H. A. Kirby (third right), assistant chief engineer, Large Steam Turbine Department. Among plant for overseas customers the Minister saw one of the four 300 MW turbine generator sets the firm is supplying to Lake View power station, Canada, and a 275 MW set for Vales Point power station, Australia.

what I said earlier. I say it again now when I am boasting about what the Board of Trade does. There is no substitute for personal visits by businessmen overseas.

'The *Export Service Bulletin* is published daily and the examples my hon. Friend gave illustrated the wide range of subjects it covers. It certainly provides highly detailed up-to-the-minute information about export opportunities overseas, such as foreign buyers seeking United Kingdom sources of supply, overseas agents looking for United Kingdom principals, contracts put out to tender by overseas Governments, municipalities and similar bodies, information about openings abroad in connection with public utility works, and Heaven knows what else. Besides that, there is a regular service of economic reports and market reports. It seems to me almost right to describe that document as being an exporter's "must".

Importance of exhibitions

'On the question of exhibitions and fairs, not only do we publish lists of the major trade fairs regularly in the *Board of Trade Journal*, but also in a more positive sense we encourage British industries to participate in selected overseas fairs. We go to a great deal of trouble to draw the attention of British industries to these fairs and I think that we have some success in so doing. I hope to make available to the House within the next few days our detailed programme of official participation in international trade fairs for 1964-65.

'In broad terms, the British Government will themselves be showing or assisting British industries to show in no fewer than 40 major events throughout the world. I divide the programme into four parts. First, there is the official and substantial assistance that we shall be giving to British industry in its efforts to organize British fairs abroad. Barcelona has already been referred to as a great success. We have great hopes for the success of the British exhibition in Australia in September. We are supporting the Sino-British Trade Council exhibition in Peking later this year.

'The second type of Board of Trade assistance to industry takes the form of British pavilions or sections at existing international trade fairs. In the current financial year, we shall be at Budapest, Poznan, Tel Aviv, Vienna and Accra.

'The third type is the joint venture scheme. This is a pump-priming device designed to encourage industry to test overseas markets by taking part in composite displays. We run it for a period of time, and I think that it is a thoroughly satisfactory idea. Last but by no means the least form of the participations which I have tried to describe under this head, is the setting up of commercial information stands, under the Board of Trade umbrella as it were, at a number of selected fairs.

'There is no doubt that fairs are a very useful means of trade promotion for many but not for all industries. It is with other industries in mind that we have embarked on an extensive programme of British Weeks overseas and of assistance to departmental and other stores in overseas cities willing to mount suitable all-British promotions. There has just been a successful British Week in Brisbane, a similar week takes place in Perth in May and a further British Week in Canberra in August. The campaign in Australia will culminate in the British fortnight in Sydney in September which is to be staged in conjunction with the all-British exhibition which I have mentioned.

'Nearer home we shall be arranging with the assistance of the Export Council for Europe a major British week at Dusseldorf in May, a similar week in Copenhagen and other Danish cities in September. No doubt the Export Council for Europe has done a great deal of work, and I should like to record Her Majesty's Government's gratitude.

'Our store promotion campaign covers over 13 such events in the United States and one major promotion in France involving over 40 stores in Paris and in the provinces. I am sure that the House will agree that a great deal of hard work is going on in this regard.

'As to publicity, it is simply prodigious. The FO, the CRO and the Colonial Office staff maintain over 100 information offices in 70 countries overseas and a further 20 overseas offices receive and use our information material. The whole object of the exercise is to create a favourable climate of opinion to the United Kingdom. When one looks in detail to what the COI produces – and I have not time to go into this with the care that this work merits – it is really quite staggering.

BOT JOURNAL PRODUCES RESULTS

The following letter from Carter Tiles Ltd., Poole, Dorset, was addressed to the Board of Trade Journal *on April 20:*

I feel that I ought to write to you as we have had a modest success as a start in Iceland following the article in your publication of December 27, 1963.

I had not considered trading in Iceland before, but I read the article and followed the advice it gave as follows:

1. **On December 31, 1963, I wrote to the Board of Trade asking if there were import restrictions.**
2. **On January 8, 1964, I was told that there were not.**
3. **On January 9 I wrote to the Commercial Section in Reykjavik.**
4. **On January 27 they wrote back to tell me they were in touch with people about our material.**
5. **On March 3 they gave us definite people to trade with and recommended one in particular.**
6. **On March 6 I wrote to this customer.**
7. **On March 24 the customer wrote to us saying that he was only worried about delivery as he had previosuly been trading with the Japanese and had had very long delays.**
8. **On April 8 I wrote to him drawing attention to our stock system of wall and floor tile despatches.**
9. **On April 17 we received our first order for approximately 70,000 tiles.**

Moral – read the Board of Trade Journal **and do what it suggests.**

A. G. Stringer,
Managing Director.

'One-third of COI's total output is concerned with industry, science and commerce. Over 2½ million words a year in the form of industrial news items and feature articles are issued overseas for use by the Press of the world; 170,000 prints, 100,000 blocks and matrices, 4,000 programmes a year recorded by COI on disc and tape, 1,000 industrial stories are filmed annually for use in regular television and newsreel services. Over 100 films a year acquired from British industry, over 2½ million copies of nearly 100 titles of officially produced booklets and graphics in more than 13 languages. Five and a quarter million copies of four official magazines in 17 languages distributed overseas each year, roughly a third of the contents concerned with industrial, scientific and technological matters. Over 200,000 copies of some 400 different publications produced by industry, including mail sheets and calendars distributed every year. It is an immense amount of work.

'Then we come to the *Board of Trade Journal*, a little nearer home. Services to the exporter occupy half the average 60 pages of each issue of the *Journal*. There is no doube that the information given in the *Board of Trade Journal* is remarkably comprehensive. We will be publishing a supplement on Italy in the near future and possibly others on Commonwealth countries. I was interested to observe a recent British Institute of Management survey which ranked the *Journal* second out of 38 periodicals from which firms obtain commercial information. I am not surprised at the value which the *Journal* is recognized to give and I have always regarded it, long before I came to the Board of Trade, as an excellent publication.

'I turn to the subject of the small exporter, and I agree that there is much to be said for inexperienced small exporters using export merchants. To comment on ECGD in particular, its scheme does not seek to entice small exporters away from the export merchants but only to supplement these services by providing an easy introduction for the small exporter to credit insurance; that is, for those who wish to act on their own intiative. I am satisfied that in that way it has served a useful purpose.

'To comment on the ECGD in general, I was asked whether it was too cautious. I have never regarded it as such. One of the problems we all have in this House concerning ECGD is that we see only the difficult cases, those which come to light, perhaps as a result of constituents having written about them or, from my point of view, those which turn up on my desk as Minister in

immediate charge. I regard ECGD as being flexible and I hope that I carry the House with me when I say that the job it does for the British export industry is superb.

'We must remember that the proportion of exports covered by ECGD in 1953-54 was only 12·6 per cent. In the first quarter of 1964 it was over 25 per cent. Its services can, therefore, be well appreciated and understood. The business insured in the year just ended was £1,160 million, an increase of 19 per cent over the previous year's figures.

'We recently published a book on the activities of ECGD. Some hon. Members have received a copy and a copy is in the Library. Other hon. Members who want a copy will be supplied if they contact me. The ECGD is always ready to try to make its facilities more widely known. They are nationally advertised and it is remarkable to think that in 1963 officials from the Department's 16 branch offices made over 30,000 calls on exporting firms. Over 13,000 of them were on uninsured firms and were designed to introduce and explain the facilities available.

'I hope the House will agree that there is a common thread running through everything I am saying. We have these services and, as hon. Members have said, they are the best in the world. However, we are always ready to improve if we can find ways of improving, and that is why I am grateful for the constructive suggestions made during this debate.

'I want to say one further word about the work of the commercial officers. When they come back to the United Kingdom on leave they do not just go on leave. During 1963, for example, 108 overseas officers on leave in the United Kingdom undertook 1,320 duty days, largely devoted to talks with interested manufacturers. I hope my hon. Friends think that this is a wise policy. An officer comes back here, and he goes round to see manufacturers known to be interested in that country from which he has come.

'I have touched on recognition of good exporting. Ministers touring factories, group discussions, public speeches. Examples of good export performance are brought to our notice and are acknowledged by official congratulations from myself on behalf of the Government; the Honours Lists have continued to include a number of awards to industrialists in recognition of their services. There were, for instance, some 17 names in the 1963 Birthday List, and 23 in the January 1964 List. I hope the House will approve these arrangements.

'There is one exercise I should specially like to draw to the attention of the House. It was launched a very short time ago. Two teams of officers stationed in the United States visited the United Kingdom and talked to nearly 1,000 firms about selling to that country. Before they came over they prepared some 15 market surveys, and I think that is another example of the work which ought to be done.

'As to Ministerial visits, during 1963 the Board of Trade Ministers, as my hon. Friend will remember, made major visits to the Middle East, Russia, Canada, America, Japan, and a large number of shorter visits were paid. They visited the Caribbean and part of South America, and the Secretary of State has been to Spain, Israel and Turkey. I myself have just returned from a visit to the Magreb countries. Visits were made in the last few months to the United States and to Europe.

'I can assure my hon. Friends that the points which they have made will certainly be given our close attention. We shall do our utmost to bring the maximum number of VIPs to visit Britain. We will encourage outward missions whenever possible. I should like to draw particular attention to the work we have already done in the simplification of export documents. Export Councils we believe in. I have often paid tribute to the work done by so many businessmen in that regard. Considering the future of the Western Hemisphere and what an export council could do, we may need to set up a number of smaller bodies. As for a Commonwealth export council, I have already suggested that I think the Commonwealth countries too diffuse for one single council. It may be better to have several smaller councils.'

The motion was then agreed to.

The report of the debate will be found in Hansard *of April 17, cols.* 739-832.

Export Conference

A TWO-DAY conference of Commercial Diplomatic Officers from all countries in Western Europe, including Finland, Greece, Turkey, Yugoslavia and Iceland is being held in the Board of Trade, London, on April 28 and 29. The conference will be opened by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development. It will review the work of Government services in promoting British exports and examine ways of helping to maintain the expansion of exports to Europe.

The conference is the second of its kind; the first was held in October, 1960.

Mr. Edward Heath (centre), Secretary of State for Industry, Trade and Regional Development, examining one of the eight control panels which operate the recently commissioned No. 11 packaging board machine of Thames Board Mills Ltd., Purfleet, Essex.

Industry must adopt modern techniques

—The Secretary of State

SPEAKING at a dinner in London on April 14 of the Joint British Electrical and Allied Manufacturers' Association and Machine Tool Trades' Association Study Convention on numerical control of machine tools, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said that the progress of all the manufacturing industries must depend essentially on the design, calibre and performance of the machines they used. If they took advantage of these new developments in design they could take and keep the lead in productive efficiency. If they were slow to accept innovations and waited for others to lead the way, British industry would find itself out-of-date and uncompetitive.

The Secretary of State said: 'This is at the heart of our export problem. The industrial electronics industry in this country exports more than a quarter of its output. This is itself a valuable contribution to our balance of payments. But we do not want to see here the situation in which we have sometimes found ourselves in the past – that a British industry has developed a new product, or a revolutionary new technique, but foreign users and foreign industries have welcomed it and used it while British firms have been slow and reluctant. We want to persuade British industry and commerce over the widest possible field to adopt the most modern techniques and equipment. This is essential if we are to succeed in our export effort. We shall only do so by being ready to welcome change.'

Continuing, he said that we should only be able to maintain and increase our exports by keeping always a jump ahead of others. The growing point of international trade was in the exchange of specialized and highly manufactured products. In fact, one-third of all world trade was an exchange of manufactured goods between industrial countries. This was a pointer to the importance of the equipment this Convention would examine.

'Sir Stewart Mitchell's Committee, reporting in 1960, spoke particularly of the importance of the application of electronic controls to machine tools,' he added. They noticed the hesitation of the engineering industry generally in adopting the more complex forms. They judged that British electronic controls were ahead of foreign competitors. What was needed was to demonstrate their advantages to engineering firms. And the Mitchell Committee pointed to the need for a link in joint activity between machine tool firms and electronics firms. The present Convention is just such a joint effort. How can it gain wider acceptance of

numerically controlled machine tools? The job to be done is essentially one which demands the joint attention of both the industries represented at this Convention. Those who understand the design of electronic equipment and what it can achieve must work closely together with those who understand the design of machine tools. Without this close co-operation we could be in the lead on both fronts but still be ineffective in developing advanced machines and their use in our industries.

But things are moving fast, said the Secretary of State, and the test for us was the rate at which we moved by comparison with other countries. Modern techniques of this kind were crucial to our growth. Their progress would determine the rate at which our industry generally could progress. British industry must be persuaded to adopt these new techniques, and this was at the heart of our problem, and it was in the board rooms that the right choices must be made.

Progress and understanding — aim of Anglo-Soviet trade

—Mr. Edward du Cann

OVER THE last five years the development of Anglo-Soviet trade could be described as a 'success story', said Mr. Edward du Cann, Minister of State, Board of Trade, when he spoke at the Russo-British Chamber of Commerce luncheon in London on April 16 in honour of Mr. N. S. Patolichev, Minister of Foreign Trade, USSR. Continuing, the Minister said: 'You and I, Mr. Patolichev, share a desire to see a steady expansion of international trade. We know the benefits that flow from the exchange of goods between countries and from the contacts between their people that both create and result from such trade. United Kingdom imports in 1959 from Russia totalled £63 million. In 1963 they totalled £91 million. United Kingdom exports to Russia totalled £35 million in 1959. In 1963 they totalled £64 million. The total trade between us has gone up by nearly 60 per cent between 1959 and 1963. Such an increase in trade clearly contributes to the growth of prosperity in both countries and consolidates the relationship between us.'

The Minister went on to say that the Soviet Union sold us many things of which we had need – timber, cereals, furs and skins were important examples. We bought what we needed as from any other supplier. We were excellent and satisfied customers, and we continued to be the Soviet Union's best customers in the Western community.

'There are inevitable difficulties in promoting trade between two countries with fundamental differences in their economic organization,' added the Minister. 'We operate on the basis of a market economy. The Soviet Union has a centrally planned State-trading economy. The consequence is that we must adjust our attitudes and adapt our practices in order that each can accommodate the other. What is the main adjustment that we each must make? I believe that it is simply this. Fundamentally you believe in adjusting your trade and payments relationships with each of the countries with whom you deal on a bilateral basis. We firmly believe that the great goal in international trade is the ultimate achievement of a completely multilateral basis of trade and payments. Russia, after all, takes advantage of the present multilateral trading system. When Britain and the Soviet Union are discussing trade we must pay considerable regard to the direct balance of trade between our two countries. Last year there was an encouraging increase in British exports to the USSR. Over the last five years as a whole the fact remains that in total we have bought nearly twice as much from the Soviet Union as she has bought from us. We do not expect an exact balance. However, the continuing large British purchases from the USSR provide the means for Soviet purchases from us on a considerably increased scale. Mr. Patolichev well knows our views on this matter and I hope that last year's encouraging increase in the scale of Russian purchases from us in relation to British purchases from Russia will be still further improved upon over the years ahead.'

Mr. du Cann said that the Soviet Union was not only a great exporter of primary products. She had a massive industrial capacity and potential. History showed us that trade between advanced industrial countries could and did expand very rapidly. The most rapid increases in British external trade post-war had been with some of our greatest international competitors in the Western community. Such a relationship did not hold true automatically between a private enterprise economy where free competition prevailed on the one hand and a State-trading economy on the other. So we would have to feel our way forward on this point. With patience and goodwill we believed we could achieve a steady build-up of trade between us in goods which had so far perhaps figured only on a small scale in Anglo-Soviet trade.

'Of one thing, Mr. Patolichev, you can be quite sure. British industry is supremely well equipped to supply many of the goods you want – and to supply them competitively on price, quality, reliability and delivery. And the goods which are most in demand are fully exportable, without any embargo. Some of the major recent orders which your representatives have been negotiating with British manufacturers are proof both of our competitiveness and your wish to buy from us. Long may both continue.

'Perhaps it is realistic to suggest that the USSR has a vested interest in the growth of the United Kingdom economy. The more certain Britain's economic progress, the more chance will there be to consolidate Russian sales in our market. To this end Britain's international trading obligations with her friends, for example, in EFTA, are important to her and to them, and you may think to Russia also. The truth is that with every day that passes the nations of the world become in economic and trading terms increasingly interdependant.'

Concluding, the Minister said: 'We have much in common; our wish to create a fuller, better life for our peoples; the friendship forged between our peoples in the flame of war. Let us emphasize our points of agreement; let us work as friends to resolve the differences, respecting each other's point of view; let progress and understanding be our mutual aim.'

Trading with the USSR

A MEETING of exporting members of the Westminster Chamber of Commerce will be held at 177 Regent Street, London, W.1, on May 5 at 2.45 p.m., at which a talk on the opportunities for trading with the USSR will be given by Mr. J. B. Scott, director of Black-Clawson International Ltd., and chairman of the Russian Section of London Chamber of Commerce. Mr. Scott will be supported by a panel which will include Mr. V. Rodnov, trade representative of the USSR. in the United Kingdom.

This meeting will give members an opportunity to learn more about the possibilities for increased trade with the Soviet Union.

Russian aviation delegation's visit

AT THE INVITATION of Mr. Julian Amery, Minister of Aviation, Mr. P. V. Dementyev, Minister of the USSR and chairman of the State Committee for Aviation Technology, led a delegation of Soviet aviation experts including Mr. Khrushchev's son, Mr. S. N. Khrushchev, on a visit to Britain, which began on April 18. The party is due to visit the Royal Aircraft Establishment, a number of firms in the aircraft industry, British European Airways and British Overseas Airways Corporation during their stay of about a fortnight.

Trade missions from the Atlantic Provinces

DURING the next six weeks nearly one thousand visitors are expected in this country from the Atlantic Provinces of Canada. The visits are being organized by Government Departments, Chambers of Commerce and other industrial bodies and are under the leadership of Mr. R. L. Stanfield, Prime Minister of Nova Scotia. The hon. H. P. MacKeen, Lieutenant-Governor, Nova Scotia, who has been visiting Scotland is expected to visit London later this month. Other visitors include officials of Industrial Estates Ltd., of Nova Scotia, and officers of the Halifax, Maritime Provinces and Newfoundland Boards of Trade.

Further details about these visits can be obtained from Mr. H. Watson Jamer, Agent-General for the Canadian Atlantic Provinces, 60 Trafalgar Square, London, S.W.1. (Tel. Whitehall 8717).

Visit of Minister of Public Works of Ecuador

COLONEL Segundo Deifilio Morochz Jimbo, the Minister of Public Works of the Republic of Ecuador, arrived in Britain on April 18 for a brief visit at the invitation of H.M. Government. During his visit the Minister had discussions with a number of British firms.

NEDC work sharpens understanding of UK's economic problems

— Mr. Runge, FBI President

WITH A POLICY of full employment, restraint in prices and incomes can no longer be imposed by the workings of a free market. Inflation must be fought with more modern weapons than 'laissez faire'. This was said by Mr. Peter Runge, president of the Federation of British Industries, at the annual general meeting on April 15. Mr. Runge said: 'Our understanding of the nation's economic problems has been much sharpened by the work of the National Economic Development Council. Last year in its first report, it highlighted the conditions for stable and continuing economic growth. This gave much food for thought and led the FBI to review many of its policies to see whether they measured up to the times or whether they needed reconsideration. This work is still going on. The stimulation of public debate and pressure to re-examine policies and attitudes is one of the NEDC's most important roles. That it has made such good progress results largely from the independent character of the office. Much will be gained by maintaining this independence since it has enabled employers and the unions to examine together some highly controversial issues in a new atmosphere of frank understanding of each other's difficulties.'

Referring to what he termed the search for a national incomes policy, Mr. Runge said that he knew many members shared his disappointment that in the search for a national incomes policy we had not so far been able to suggest new means by which employers could make a contribution. 'We are disappointed since we recognize that we can no longer leave the economy wholly to market forces. It is clear that the problem is not capable of an easy solution and much debate, much trial and error, will take place before it is reached. Perhaps the new "little Neddies" created to formulate development programmes on an industry basis will be able to play their part.'

Dealing with the need for greater efficiency, Mr. Runge said that it was no confession of weakness to recognize that the general level of efficiency in industry could be raised. Every change we made, every innovation we introduced should be designed to improve efficiency in one way or another – higher productivity, lower waste, lower fuel consumption, better design, better marketing, more effective management, to mention a few. The pursuit of efficiency was a solid contribution that industry could make to stable growth.

The more profits were seen to be earned by efficiency the less did it become possible for critics to attack them; and the more widely would it become accepted that they were in fact a measure of efficiency and that they were the means by which the economy of the country could expand, the national wealth increase and the standard of living of the nation improve.

Speaking on the need to renew export efforts in the Sterling Area, he said: 'Britain lives by exports and it is almost exclusively industry which provides them. We export about a third of our output of manufactured goods. All of us here know that figure well enough but it never fails to surprise the man in the street. It is incidentally the proof that industry is alert, competitive and efficient, and not a bad answer to those who charge us with amateurism in management or in the board room. Current figures are encouraging but there is one aspect of the pattern that has been developing which wants watching.'

Ninety per cent of the substantial increase in our exports since 1958 had been to Western Europe. This area had been the target of special export promotion effort. British Overseas Fairs had scored notable successes in Stockholm and Zurich and in the last few days these successes had been repeated in Barcelona.

'However, in other parts of the world the record has been less satisfactory, no doubt in part due to our very success in Europe. The time has come without relaxing what we are doing in Europe to renew our efforts in the Sterling Area generally and particularly in some of the Commonwealth countries where we start with such tremendous advantages. The great effort which we are putting into the Sydney exhibition in the autumn makes a start in this direction,' he added.

Continuing he said that one of the fields in which we could seek higher efficiency was in management. This had a topical interest. The Robbins Report advocated the setting up of one or perhaps two business schools of a class and quality comparable to the one at Harvard in the United States. A handful of eminent people realizing that there would be many competing claims for such schools and many diverse opinions on the precise form they should take, asked Lord Franks to investigate the problem. This he had done and had come down four square for two schools to be attached to existing universities but separately administered. He had chosen Manchester and London. He recommended that the schools should cater for both post-graduate and post-experience courses and he suggested that half the cost should be found by industry, thus entitling it to a half of the membership of the schools' governing bodies. He made a point of saying that the schools would displace little if any of the existing work being done in this field.

'On receipt of Lord Franks' report the people concerned asked me as president of the FBI to carry on from there. I have done two things. I have tested the opinion of some hundred leading companies and of the City and have received an overwhelming expression of approval in principle of the report and I have asked Lord Normanbrook to chair a working party consisting of members of the universities concerned, of private industry, of nationalized industry and of the City to develop Lord Franks' recommendations in detail, in particular with regard to the capital cost and the operating deficit in the formative years of the schools. Lord Normanbrook has now finished this study which we shall shortly publish as a prelude to considering how best to launch a nationwide appeal,' he said.

NABM report

A report based on the results of the National Association of British Manufacturers' industrial production survey for the three months ending March 31 shows that the figures are in line with the forecast made at the end of 1963 when it was expected that production would continue to increase.

New chairman of IEMC for Wales

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development has appointed Mr. William Allman to be chairman of the Industrial Estates Management Corporation for Wales as from April 19. Mr. Allmann has succeeded Captain H. Leighton Davies, who retired on April 18 on attaining the age limit for a member of the Corporation. Captain Leighton Davies was appointed chairman when the Corporation was set up in April, 1960.

Mr. Allman is an assistant managing director of British Nylon Spinners Ltd., Pontypool, where he is responsible for research, production, engineering and purchasing matters.

ESRO summer school in spacecraft technology

THE EUROPEAN Space Research Organization (ESRO) is to hold a Summer School in Spacecraft Technology at Oxford from August 10 to September 3. Lectures will be given by highly qualified persons on control and stabilization, instrumentation, space environment problems, and power supplies; and in addition there will be Seminars and a number of visits. The language used will be English. The cost to students will be £7, including accommodation.

The applicants for the school should be graduates in engineering or science, and should preferably have post-graduate experience in some branch of space-work.

Firms or individuals wishing to apply for places in the school should write to the Government Department responsible for co-ordinating the United Kingdom list of candidates at the following address:

Department of Education and Science,
(Attention Mr. J. F. Hosie),
Richmond Terrace,
London, S.W.1.

Applications should include brief personal details of the candidate, his educational background, and reference to any previous work connected with space. They should arrive not later than May 25. Fuller details of the ESRO School can also be obtained on application to the above address.

Construction industries overseas record

IN HIS speech at the luncheon of the Export Group of the Constructional Industries in London on April 21, Mr. Edward du Cann, Minister of State, Board of Trade, congratulated them on their overseas record. He said:

'Our domestic economy continues to be buoyant. For the future, it is the firm policy of Government to ensure that the economy continues to expand at as fast a rate as can be sustained. There will continue for many years ahead to be a heavy load upon the construction industries at home. The Government have embarked on massive investment programmes directed to modernizing the basic services to Britain as a whole and, in particular, in the development districts. Exports remain the key to sustaining a high rate of growth on the domestic front. Therefore it is vital that those engaged in works of civil engineering construction should not be diverted from their export effort by increasing demands on their capacity in the home market.

'The recent figures for our exports generally have been encouraging; the 1963 total showed an 8 per cent increase on 1962; the March figure was an all time record but imports have been rising faster. The value of work done abroad in the construction industries in 1962/1963 at £111 million showed a 2 per cent fall on 1961/1962; however the value of work outstanding at £145 million was about 40 per cent above the 1961/1962 figure; and the contracts obtained at £147 million represented an increase of £25 million over the previous year's figure. The returns suggest that the trend of overseas constructional contracts is again moving in an upward direction and I most sincerely hope that the figures for the financial year just ended will confirm that the trend is a continuing one. The work of consulting engineers, too, shows a healthy increase during the past two years in the value of overseas contracts with which they have been associated. All this is most encouraging. To all concerned I wish to offer the congratulations of H.M. Government, and our best wishes for further success in the future.

'It is clear that the volume of basic constructional and engineering work abroad will similarly continue at a high and increasing level over the next decade. In other words the opportunities are there!'

Current economic developments

THE BULLETIN FOR INDUSTRY, prepared by the Information Division of the Treasury, covers economic developments in the United Kingdom and abroad. It is circulated free of charge to addresses in the United Kingdom. A specimen copy can be obtained from: Circulation Section (LH/417), Central Office of Information, Hercules Road, London, S.E.1.

Contents of the April issue are:

The construction industries: organization and output.

United Kingdom balance of payments.

Measuring changes in prices.

Eight-man trade mission to Syria and Iran

SIR EDWIN CHAPMAN-ANDREWS, former British Ambassador to several Arab countries, will lead a British Trade Mission which is to visit Syria later this month, and Iran early in May.

The Mission, organized by The Council for Middle East Trade (COMET) will include not only members of the Council but also representatives of the Federation of British Industries, the Chemical Plant and Construction Industries and the TUC. Its eight members will include Sir Edwin Chapman-Andrews of Massey-Ferguson (Export) Ltd.; Sir Charles Denman, of C. Tennant Sons and Company Limited; Mr. H. R. Nicholas, Transport and General Workers Union; Mr. P. R. S. Berridge, Richard Costain Limited (nominated by the Export Group for the Constructional Industries); Mr. A. L. G. Lindley, General Electric Co.; Mr. L. S. Davis, W. J. Fraser and Company Limited (nominated by the British Chemical Plant Manufacturers Association); and Mr. E. S. Taylor (Secretary), Federation of British Industries. The name of the eighth member will be announced later.

The Mission leaves London on April 26, and after spending four days in Syria will go on to Teheran on May 1. Mr. A. L. G. Lindley will join the Mission in Teheran. In addition to Damascus and Teheran the Mission will probably include Aleppo, Isfahan and Karaj in its itinerary. Its members will meet Ministers and Government officials, bankers, industrialists and leading businessmen.

In consultation with representatives of the Syrian and Iranian Governments, local business interests and the staff of the British Embassies in Damascus and Teheran, they will examine prospects for increasing Britain's share of increasing world trade with the Middle East (currently upwards of £1,000 million a year of which Britain's present share is approximatey one fifth) and the part that British enterprise and technical assistance may play in helping to implement economic and social development programmes.

Commonwealth businessmen to meet

THE BRITISH delegates to the 22nd Commonwealth Congress, organized by the Federation of Commonwealth Chambers of Commerce, left for Port of Spain, Trinidad, on April 17 for the start of their week of trade discussions. The Federation of Commonwealth Chambers of Commerce has recently been reorganized to meet the needs of the modern Commonwealth. The Congress, which will be opened by Sir Soloman Hochoy, the Governor-General of Trinidad and Tobago, will exchange views to gain a better understanding of the position and problems which exist in individual countries. The Congress will also provide a forum for delegates to discuss the matters under consideration at the United Nations Trade Conference in Geneva.

Among the Commonwealth countries whose Chambers of Commerce will be sending delegations to Port of Spain are Australia, Canada, Ghana, India, New Zealand, Nigeria, Southern Rhodesia, the United Kingdom, as well as the Caribbean. Major-General A. E. Walford, the first Canadian to be president of the Federation, will preside at the Congress.

Visit of Presidents of Moroccan Chambers of Commerce

THE PRESIDENTS of the three principal Moroccan Chambers of Commerce will visit the United Kingdom as the guests of H.M. Government for the week starting April 26. They are Haj Bargach, President of the Rabat Chamber, M. Fouri, President of the Casablanca Chamber, M. Mezzour, President of the Tangier Chamber, who will be accompanied by his Vice-President, M. Boulaid. The visitors will be meeting Chambers of Commerce and trade associations, and also manufacturers of consumer and light engineering goods in the London and Leicester areas.

Purchase Tax exemption for some drugs and medicines

THE Commissioners of Customs and Excise have made a Direction under Section 17 (3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 2) Direction 1964, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from April 17, 1964, is to make the following additions to the Schedule to the Purchase Tax (No. 2) Order 1963.

To Head II of the Schedule

Atropine sulphate, mixed with hyoscine hydrobromide, hyoscyamine sulphate, kaolin, pectin and phenobarbitone.

To Head III of the Schedule

Penthrichloral.

Prilocaine.

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Application for exemption from import duty of hatters' fur

THE BOARD OF TRADE give notice that they are considering an application for the exemption from duty of the following:

Hatters' fur (Tariff item 53.02 (B)(1)).

A summary statement of the applicants' case will be made available to all interested parties who wish to make representations on the matter, provided that they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply.

Requests for a statement of case, together with an undertaking in the terms set out above should be addressed to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than May 1, 1964.

The Control of Hiring (television sets) Licence, 1964

A GENERAL licence was issued on April 21 to exempt all television receiving sets manufactured before January 1, 1962, from the scope of the Control of Hiring Orders, provided that the rental agreements are in writing. Copies of the general licence are available at H.M. Stationery Office, Kingsway, or branches, price 3d.

Note – Under the Control of Hiring Order, 1960, S.I. No. 763, all goods manufactured not less than three years before the date on which an hiring agreement is entered into, are exempt from the Controls, provided that the agreement is in writing.

The licence should further assist television rental companies to overcome difficulties with regard to the disposal of returned sets not capable of conversion to receive the B.B.C.'s new programme on 625 lines. It is not part of a general policy of relaxation in the hire-purchase and hiring controls.

The licence revokes the Control of Hiring (Television Sets) Licence, 1963, which came into force on September 2, 1963 and which exempted from control sets manufactured before July 1, 1961.

59,000 visit UK in February

THE BRITISH TRAVEL AND HOLIDAYS ASSOCIATION have reported that nearly 59,000 foreign visitors came to Britain in February. This was an increase of 23 per cent on the same month last year, and brought total foreign-visitor traffic to Britain in the first two months of 1964 to 118,000 – an increase of 21 per cent on the period.

Visitors from Europe in February numbered 38,500, which was an increase of 22 per cent. European countries recording the highest percentage increases on the month were: Germany – 37 per cent, Holland – 33 per cent, Spain – 27 per cent, Switzerland – 26 per cent, and Belgium – 26 per cent.

February tourist traffic from the United States totalled 14,570. This represented a rise of 23 per cent on the month and brought total United States traffic in the first two months of the year to 28,560 – an increase of 20 per cent.

A spokesman of the BTHA said that it was estimated that traffic from Commonwealth countries was considerably higher than in February last year.

The launch of the first of two tugs for the Red Tug Fleet, Copenhagen, Sweden, at the Selby shipyard of Cochrane & Sons Ltd. The tug, which is powered by two Ruston & Hornsby marine propulsion engines, will be fitted out by the Drypool Engineering and Dry Dock Co. Ltd., Hull, and is due for completion and trials in September of this year when she will be handed over to her owners.

Customs declarations for parcels to Switzerland

THE POST OFFICE have received complaints from the Swiss Postal Administration that numbers of parcels have been received from the United Kingdom without the correct number of customs declarations and despatch notes. As stated on page 304 of the 1963 Post Office Guide, Switzerland requires one non-adhesive Customs declaration and one despatch note for each parcel.

In view of the Swiss complaints, parcels for Switzerland should not be presented in future to the Post Office unless there is a separate set of documents for each parcel. If parcels are presented without the correct number of documents, the poster will be requested to furnish the missing ones. These can no longer be made out by Post Office staff since Switzerland has objected to the use of substitute documents made out by British Offices of Exchange.

Failure to comply with the Swiss requirements may mean that the parcels are delayed.

ASEE Jubilee Dinner

OVER 1,400 members and guests – the largest number in its history – attended the Golden Jubilee dinner of the Association of Supervising Electrical Engineers in London on April 17. Speakers, under the presidency of Sir Hamish D. MacLaren, included Lord Robens, who referred to the development of the electrical industry as 'the power at the elbow of the worker', and Sir John Wolfenden, who urged higher status recognition for engineers and technologists in the achievements of scientific progress.

Change of address of Official Receiver, Norwich

THE Official Receiver in Bankruptcy, Norwich, will move from Norfolk House, Exchange Street, Norwich, to Davey House, Castle Meadow, Norwich, Norfolk NOR 01D (Tel. Norwich 28983/4), on April 30.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from (i) manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production, and (ii) users of the goods concerned who are also having difficulty in obtaining supplies.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 8.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.29	Sodium fluorosilicate	Sodium silico-fluoride	December 31, 1964	6477
29.02	Dibromodifluoromethane	Difluorodibromoethane	December 31, 1964	274
29.08	*p* - Di - (2-hydroxyethoxy) benzene.	Hydroquinone - dioxyethyl-ether.	December 31, 1964	6430
29.13	Methyl *n*-propyl ketone	Methyl propyl ketone	December 31, 1964	6463
29.23	DL-*nor*Leucine	As in previous column	December 31, 1964	5695
29.25	DL-Glutamine	As in previous column	December 31, 1964	6465
29.35	DL-Tryptophan	As in previous column	December 31, 1964	5697
29.36	*N'N'* - Hexamethylene - *N*-toluene-*p* - sulphonyl-semicarbazide.	1 - (Hexahydro-1-azepinyl)-3 - p - tolyl - sulfony - lurea.	December 31, 1964	6394
51.01	Multifilament singles yarn, other than bulked yarn, of total denier not less 815 and not more than 1,320 and wholly of polyamide fibres (provisional).	Nylon yarn of not less than 815 and not more than 1320-denier.	December 31, 1964	5739

The new ceremonial and touring barge built at the Hampton Boatyard of John I. Thornycroft Ltd., for the Governor-General of Sierra Leone. The barge, which is powered by twin Rolls-Royce Falcon engines, was built under the supervision of Flannery, Baggallay & Johnson of London, consulting engineers.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	February 24, 1964	
645,970	Harvey Frost & Co. Ltd.	Apparatus for mounting and removing pneumatic tyres.
670,188	Harvey Frost & Co. Ltd. Patent of Addition to No. 645,970.	Apparatus for mounting and removing pneumatic tyres.
899,086	Paterson, F. C.	Railway control system.
	February 26, 1964	
792,054	Calder, F. D.	Agility and co-ordination testing apparatus.
810,435	Calder, F. D. Patent of Addition to No. 792,054.	Agility and co-ordination testing apparatus.
	March 2, 1964	
826,994	Soc. Anon: Andre Citroen	Two stroke engines.
828,235	Soc. Anon: Andre Citroen	Two stroke engines.
837,117	Sebac Nouvelle	Thermos blower.
843,404	Soc: Anon: Andre Citroen	Propulsion unit for vehicles automotive.
847,494	Soc: Anon: Andre Citroen	Two stroke engines.
852,888	Soc: Luxemburgoise d'Etudes et d'Exploitation de Brivets S.A. Holding Solubre	Hollow rails with three running surfaces.
879,216	Licencia Talalmanyokat Ertekesito Vallalat	Filtration.
935,123	Soc: des Forges et Ateliers du Creusut	Control devices.
	March 4, 1964	
941,391	Sperry Rand Corporation Patent of Addition to No. 815,459.	Travelling wave tubes.
941,475	Soc: Anon Geoffrey-Delore Patent of Addition to No. 819,255.	Apparatus for producing cables, wire ropes, etc.
	March 6, 1964	
820,702	C. & C. Products Ltd.	Cabinet carcases.
857,028	Gevaert Photo Producten N.V.	Coloured photographic images.
860,632	Gevaert Photo Producten N.V.	Hardening of polymers.
874,938	Fahrni, F.	Moulding loose material into blanks for pressing in a multiple tier press.
888,192	Soc. d'Etudes et d'applications Industrielles, Commerciales et Immobilieres 'Inter-Technique'	Vehicle suspension system.
931,287	Soc. d'Etudes et d'applications Industrielles, Commerciales et Immobilieres 'Inter-Technique'	Combined control device for motor carburettor and clutch.
	March 10, 1964	
866,345	Sonneville, R. P.	Resilient device for rail fastenings.
868,568	Sonneville, R. P.	Resilient device for rail fastenings.
873,191	Sonneville, R. P.	Production of resilient rail fastenings.
879,619	Sonneville, R. P.	Resilient rail fasteper.
882,616	Sonneville, R. P.	Resilient spike for rail fastening.
	March 11, 1964	
738,170	Boots Pure Drug Co. Ltd.	Sulphur containing compounds.
748,422	Boots Pure Drug Co. Ltd.	Thiazole derivatives and compositions.
758,658	Boots Pure Drug Co. Ltd.	New organic sulphur containing compounds.
758,827	Boots Pure Drug Co. Ltd.	New sulphur containing compounds.
767,806	Boots Pure Drug Co. Ltd.	Organic sulphur containing compounds.
863,221	Square D Co.	Electrical distribution ducts.
875,462	Societe Rateau	Nuclear reactors
902,454	Wallace, F. B.	Relief printing.
930,344	Vreugdenhil, A.	Turn indicators for ships.
	March 12, 1964	
753,810	Boots Pure Drug Co. Ltd.	New chloride and sulphur containing compounds.
765,244	Grunzweig & Hartmann A.G.	Mineral fibres or threads, etc.
800,746	Gevaert Photo Producten, N.V.	Esterification of cellulose.
804,253	Lawson, R. W.	Clothes props.
846,802	Comerio Ercole. S.p.A.	Printed cloth washing machines.
857,750	Akt. Ges: Brown, Boveri & Cie.	Axial flow machine, particularly gas turbine.
	March 24, 1964	
757,256	Union Special Machine Co.	Lockstitch sewing machines.
854,119	Eckhout, F. G.	Printer's Offset rubber blanket.
876,195	Fiat, S.p.A.	Spring assembly for lifting gears on tractors.
896,305	Solvay & Cie.	Polymerizing process.
932,172	Soc: Anon: des Atelier's de Secheron.	Control device for starting electric vehicle.
	March 25, 1964	
795,461	Young,G.Z. & Ors	Counting the regions in a scanning field.
859,018	Laboratoires Fisch & Cie	Plaster of Paris casts and products for manufacture.
881,138	Lancia & Co. Fabrica Automobile Torino S.p.A	Friction clutch plate for motor vehicles.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,

The Patent Office. *Comptroller-General.*

New Books

The commercial agent in an overseas market

'THE EXPORTER enters into direct relations with the customer abroad, by means of a contract procured and concluded on behalf of the exporter by a representative who resides abroad and is not his employee'. Thus C. M. Schmitthoff in *The Export Trade* (4th ed. Stevens & Sons, 1962. 65s.) summarises the peculiar feature of an agency arrangement which distinguishes it from other forms of exporting, and his definition makes it clear why so much importance attaches to the right choice of an agent by an exporting firm. But there is another important aspect of commercial agencies besides the initial choice of suitable agents. This is the question of the nature of the relationship that exists between an agent and his principal – of the rights and obligations of each, of the legal basis of the contract between them, and of the ways in which the relationship differs from other forms of contract (such as exclusive sales agreements, for example). The factors and contingencies to which both principal and agent should give attention when drawing up contracts are usefully set out in the International Chamber of Commerce's 23-page *Commercial Agency Guide . . . for Parties Residing in Different Countries* (brochure 213, 2nd ed. 1962. 4s. 6d. from the ICC at 52 High Holborn, London, W.C.1); and Schmitthoff's book contributes a brief but comprehensive discussion of most aspects of agency arrangements as reliably as it deals with all other aspects of exporting. Elsewhere, in English law, the subject of commercial agency is almost inextricably involved in the much larger subject of Agency generally, as in R. Powell's *The Law of Agency* (2nd ed. Pitman, 1961. 60s.). This does not go very far, of course, to cover the usual situation of a commercial agent who is a resident national of a country other than that of his principal, and where the relationship is at least partly governed by the commercial law and practice of the agent's country. The Board of Trade's Export Services Branch did something to fill the gap in information on this aspect when it issued last year, for the use of British exporters, a compendium of *Agency Legislation Insofar as it Effects . . . Agreement with a Foreign Agent* (89 pages), which gives brief summaries of the situation in 94 countries, with supporting texts in some cases. Now comes a new contribution to the literature, in **Commercial Agency and Distribution Agreements in Europe** (125 pages. Stevens & Sons, 25s.), published for the British Institute of International and Comparative Law. This is a symposium in which practitioners discuss in some detail the law and practice of agents and distributors in France, Italy, Belgium, the Netherlands and Germany, with some notes on Swiss law. Each writer supports his discussion with the basic texts of the relevant national laws, and makes clear the differences between practice in Europe and in Great Britain. One point to which the symposium draws attention is that most European countries give the commercial agent a greater degree of specific 'social protection' in law than is provided in English law, and that such protection may extend the contractual rights of an agent beyond the limits supposed by a British principal who is unaware of it.

The official documentation on the United Nations Conference on Trade and Development has already assumed formidable proportions. Most conference documents are of interest mainly to the participants in the conference and are not, in fact, published for sale. However, a few which are of wide general interest and importance appear as sale publications. One such is **Towards a New Trade Policy for Development,** a 125-page report by the Secretary-General of the Conference, which is already being commonly cited as 'the Prebisch report'. The report attempts to present the principal issues with which the United Nations Conference on Trade and Development was confronted, and to suggest an integrated programme of measures to assist Governments in considering ways of dealing with these issues. Part One examines the problem of international trade and development, including the role of GATT in relation to the developing countries. In Part Two, possible solutions are suggested, and the institutional machinery of world trade and development is considered. The third part of the report deals with the potential of the major industrial countries in relation to development requirements, the responsibility of the developing countries, the concerting of trade measures and the policy of international co-operation. Copies: 11s. 6d. (by post 12s. 1d.) from H.M. Stationery Office and Government Bookshops.

The results of an inquiry which set out to discover the number of supermarkets in each turnover group in each region of the country, and, by sample survey, to investigate how space, turnover and profit were shared between commodities in stores of varying turnovers, have been published under the title **Supermarket Trading, 1962** (32 pages). Data are shown for each region of the country in a series of percentage diagrams, with a short explanatory commentary on each. Owing to the difficulties experienced in collecting the data, it is emphasized that the figures should be regarded as indicators of trends rather than as statistical facts. Copies: 10s. 6d. from the Supermarket Association, Pollen House, 10-12 Cork Street, London, W.1.

The three towns of Ipswich, Peterborough and Worcester have recently been the subjects of special studies, commissioned by the Minister of Housing and Local Government in connection with the regional development survey of the South-east. These studies have now been published. Each one examines the practical and financial implications of the expansion of the town with which it deals, and contains detailed notes and plans on existing and proposed services, communications and utilities. The books are **Ipswich: a Study in Town Development** (108 pages), **Peterborough: an Expansion Study** (78 pages), and **Worcester Expansion Study** (2 volumes). Copies: 22s. 6d. per study, from the Ministry of Housing and Local Government, Whitehall, London, S.W.1.

India – Handbook of Commercial Information, Volume 1. This official handbook, now in its 4th edition, is a record of the growth and present state of Indian industry. Volume 1 (475 pages) deals with the products of the engineering, chemical and allied industries only. The book is divided into more than 100 chapters, each one dealing with a particular product. The space devoted to them varies from half a page each for various inorganic chemicals to nine pages for the steel industry, and ten and sixteen pages respectively for motor vehicle parts and pharmaceutical products. Chapters are arranged by commodity group and an index is provided. Information is presented according to a uniform pattern, and includes details of the origins of indigenous production, the growth of the industries, availability of raw materials, centres of production, quality controls, wholesale prices and foreign trade. Statistics are given for varying periods between 1956 and 1961-62. An appendix gives an industry-by-industry history of tariff-protection measures adopted since 1924. Further volumes (the number is not specified) will deal with textiles and miscellaneous manufactured goods, food and primary products of agricultural and mineral origin, and supplementary information of a related nature. Copies: 25s. 8d., from Government of India, Department of Commercial Intelligence and Statistics, Calcutta.

Economic Yearbook of Tunisia, 1964 (300 pages) contains statistical and other information in English on numerous aspects of the Tunisian economy. It also covers the political and administrative organization of the country, the Ten-Year Plan, and legislation and regulations affecting all aspects of trade and commerce. It includes an alphabetical and a classified trade directory and general information on public holidays, newspapers, radio stations, etc. Copies: 4 dinars 200 francs, from Union Tunisienne du Commerce et de l'Industrie, 32 Rue Charles de Gaulle, Tunis (or, 80s. from Publishing and Distributing Co. Ltd., 177 Regent Street, London, W.1).

Further Education for Operatives, by D. E. Wheatley and M. H. Taylor, is a booklet about part-time courses of further education for young people (and in some cases adults) working in industrial occupations for which there is not an apprenticeship in the formal sense, and in which the skill requirement is usually, though not invariably, less than that in a craft. A few representative examples are described in detail to illustrate the principal features most commonly found in operatives' courses. Copies: 5s. 6d., from the City and Guilds of London Institute, 76 Portland Place, London, W.1.

Other publications

THE PENROSE ANNUAL: A REVIEW OF THE GRAPHIC ARTS 1964. Lund Humphries, 50s. 344 pages. (This issue includes an article on the trade in books outside the bookshops, and a detailed study of new methods in automated and 'computerized' printing and their effects on the traditional printing industry).

Below is a selection of Parliamentary answers of interest to trade and industry

Parliamentary Answers

TUESDAY, APRIL 14

Local Employment Act in North-east Scotland

Asked how many applications for assistance under the Local Employment Act were currently under consideration from the North-east of Scotland; and how many additional jobs they were expected to supply, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, replied that 89 applications from development districts in North-east Scotland were currently under consideration; the additional employment was estimated at about 1,700.

Answering a further question on the number of industrial projects in the North-east of Scotland development district which had been materially assisted by H.M. Government under the Local Employment Act since its inception; how much money had been spent; and how many jobs had been created thereby in the area, the Secretary of State said: 'Twenty-four industrial projects in development districts in North-eastern Scotland have received assistance from the Government under the Local Employment Acts. The offers made amount to £429,145 and the additional employment is estimated at 790.'

Channel Tunnel and international trade

Asked if he was aware that the proposed Channel Tunnel would accentuate the concentration of international trade between Britain and the Continent of Europe in the South of Britain at the expense of the North and Midlands and Scotland; and what plans he had for solving this problem, the Secretary of State referred to paragraph 23 of the White Paper on South-east England (Cmnd. 2308) published in March which sets out the Government's considered view on this matter.

THURSDAY, APRIL 16

Special contracts preference schemes

The Secretary of State was asked whether the special contracts preference schemes applied to contracts other than those for the supply of material and stores. In reply Mr. David Price, Parliamentary Secretary, said that the special contracts preference scheme applied whenever it was practicable to divide an order between two or more suppliers. No product was specifically excluded. In reply to a further question concerning what action had been taken to implement the contracts preference schemes in relation to contracts for capital goods within the North-East Development District; and how many contracts had been awarded for the supply of materials and stores, the Parliamentary Secretary said: 'Board of Trade officers, both in the region and at headquarters, continually bring the contracts preference schemes to the notice of firms in development districts in the North-east, as elsewhere in Britain, and urge them to put their names on the trades lists of the appropriate purchasing departments. The purchasing departments operate these schemes whenever it is practicable, but I cannot say how many contracts are awarded under them in total or in particular areas.'

Impact of Barcelona Fair

The Secretary of State was asked what part his department had played at the recent British Industrial Fair in Barcelona to further English trade; and what increase there had been in demand by Spain of capital goods from the United Kingdom since the fair was opened. In reply Mr. Edward du Cann, Minister of State, said that the Board of Trade made a financial contribution to the cost of renting the premises. Although substantial orders for goods shown at the fair had already been reported, it was too early to assess what lasting effect the fair would have on the export of capital goods to Spain.

MONDAY, APRIL 20

ECGD facilities

Asked whether he was satisfied that exporters were adequately informed of the facilities of the Export Credits Guarantee Department; and if he would make a statement, the Secretary of State replied: 'Yes. These facilities are advertised in the national and regional press. In 1963 officials from the Department's 16 Branch Offices made over 30,000 calls on exporting firms; of this number, over 13,000 were on uninsured firms to introduce and explain the facilities. Several publications are available describing these facilities. Copies of the latest and most comprehensive of these, "ECGD Services" are available in the Library of the House. I should be happy to send a copy to any hon. Member who may be interested'.

(*See pages* 891 *to* 893.)

WEDNESDAY, APRIL 15

Budget debate

In the second day's debate on the Budget, the Secretary of State dealt mainly with overseas trade and regional development. (Hansard, April 15, cols. 451-469).

South-east debate

A debate on the recent White Paper on 'South-east England' and the 'South-east Study 1961-1981' was held in the House of Lords on April 15.

FRIDAY, APRIL 17

ECGD rates for China

Asked whether he would direct the Export Credits Guarantee Department to re-examine rates in connection with trade to the People's Republic of China, Mr. Edward du Cann, Minister of State, said that the Export Credits Guarantee Department kept all its rates – details of which were confidential to policyholders – under regular review. Policyholders were informed of changes affecting China on March 26.

The chairman of the Bremerhaven City Council and his wife and the Mayor and Mayoress of Bremerhaven recently led a party of German visitors to Eastbourne at the invitation of Mr. Mario Masrieh, managing director of Perry Heating Appliances Ltd. Mr. Masrieh is seen shaking hands with Herr Kuhn, the chairman of the Bremerhaven City Council. On his left are the Mayor and Mayoress of Bremerhaven. Following this visit, Mr. Masrieh, who is investigating the possibilities of building a factory at Bremerhaven, secured a £500,000 contract in West Germany for the supply of Supermatic domestic oil-fired boilers.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963	116	119*	134	128	117	103	129*	107	131	143	132	+150*	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	129	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	112	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	117	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	121	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124*	138	131	119	105	138*	108	140	162	144	+162*	+ 75	+28	+41
1963															
August	..	121	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124*	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125*	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126*	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..		..	..	..	105	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135*	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135*	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	133	132	+ 6
1964																
1st quarter			123·2	+1·5	108·2*	123·7*		445	— 5	+42	182	+25	— 5	145*	134*	
1963																
August	127	100	121·0	+1·3	104·1	122·0	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September	130	100	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	..
October	132*	111*	121·8	+2·3	104·9	122·3	141·8	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133*	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135*	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	138*	119*	123·0	+1·9	107·5*	123·6*	145·4	471	+24	+41	166	+11	— 1	146	123	..
February		121*	123·1	+1·2	108·4*	123·7*	145·7	451	—20	+ 2	178	+12	+ 6	144	139	..
March			123·6	+1·5	108·7*	123·8*		413	—38	—19	202	+24	+10	145*	141*	

† NOT seasonally adjusted. * Provisional.

Provisional figures of UK trade in March

Seasonally adjusted values

United Kingdom exports in March were £373 million, imports were £451 million and re-exports £13 million.

Exports

After eliminating normal seasonal variation, United Kingdom exports in the first quarter were 2 per cent more than in the fourth quarter of 1963 and 5 per cent more than the average for the year 1963.

Imports

On the same basis, imports in the first quarter were 7 per cent more than in the fourth quarter of 1963 and 13 per cent more than the average for the year 1963.

Re-exports

Seasonally adjusted re-exports in the first quarter were £12 million a month compared with £13 million in the fourth quarter of last year. The monthly average for 1963 was £13 million.

Trade balance

In the first quarter it is estimated that the deficit of visible trade in the balance of payments was £35 million a month (seasonally adjusted). In the fourth quarter of 1963 it was £11 million a month and in 1963 as a whole it was averaged £4 million a month.

United Kingdom trade

Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	327	375	12	+ 7
2nd quarter	335	395	13	— 2
3rd quarter	346	412	13	— 9
4th quarter	348	422	13	—11
1964 1st quarter*	356	453	12	—35**
1963 October	342	404	12	— 2
November	342	422	14	—19
December	362	442	12	—13
1964 January	326	457	11	—73**
February	369	450	12	—15**
March*	373	451	13	—17**

Recorded values

United Kingdom exports in March were valued at £391·0 million, imports at £444·6 million and re-exports at £15·9 million.

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·0	427·2	13·2
1964 1st quarter*	360·1	460·5	12·8
1964 January	331·0	505·4	10·5
February	358·1	431·7	11·9
March*	391·0	444·6	15·9

* Provisional. ** Estimated.

Notes:

Trade balance

The monthly figures for the trade balance – strictly the 'balance of visible trade on a balance of payments basis' – are estimates and are only published seasonally adjusted. They are consistent with the quarterly balance of payments statistics and are intended, taking runs of several months together, to give the best guidance to the trend which can be deduced from the monthly trade figures. They exclude insurance and freight, included in the valuation of imports in the Trade Accounts, which in so far as they are paid abroad are included in the invisibles account; there are also other differences between the Trade Account figures and those used in the balance of payments statistics.

It is misleading to calculate, using the Trade Accounts figures as they stand, the difference between imports and exports plus re-exports and describe this as the trade gap.

Industrial building in the first quarter, 1964

PROVISIONAL figures of building projects – new buildings, extensions to existing premises, and existing buildings turned to industrial use – for which industrial development certificates were issued during the first quarter of 1964, together with comparative figures for other periods, are as follows:

	Number of Schemes	Total area (millions of square feet)
GREAT BRITAIN:		
1960 2nd quarter	1,047	24·1
3rd quarter	793	22·2
4th quarter	697	18·2
1961 1st quarter	668	18·0
2nd quarter	681	14·3
3rd quarter	618	12·2
4th quarter	511	12·1
1962 1st quarter	484	10·3
2nd quarter	490	9·5
3rd quarter	437	9·1
4th quarter	475	8·5
1963 1st quarter	470	9·1
2nd quarter	517	10·0
3rd quarter	508	9·4
4th quarter	561	10·3
1964 1st quarter	660	12·8
STANDARD REGIONS:		
1964 1st quarter:		
Northern	56	2·0
East and West Ridings	69	1·2
North Midland	59	0·7
Eastern	65	1·0
London and South Eastern	75	1·2
Southern	52	0·8
South Western	39	0·8
Wales	31	0·6
Midland	79	1·1
North Western	85	1·8
Scotland	50	1·5

The figures relate to schemes for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures for periods before April 1, 1960 (the operative date of the Local Employment Act) and from those in the *Monthly Digest of Statistics* and in *Economic Trends*, which relate to schemes for manufacturing industry only.

Inquiries on these figures should be addressed to the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:
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Quarterly at 7s. 6d. a year, post free:
Toys, Games and Sports Equipment for November 1963-*January* 1964.

World trade and production in 1963

SOME OF THE FIGURES quoted in Table 5 (Index numbers of industrial production adjusted for seasonal variations) of the article 'World trade and production in 1963' in the *Board of Trade Journal* last week were incorrect. The correct figures are as follows:

1963	EEC	France	Italy
1st quarter	195	189·4	
2nd quarter		204	
3rd quarter		202	
4th quarter			249

Index of retail prices in March

AT MARCH 17, 1964, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 105·2, compared with 104·8 at February 18. The rise in the index during the month was due to a rise in the average level of prices for many items, including food.

Report on the Census of Distribution and Other Services, 1961

THE FOLLOWING part of the Report of the Census of Distribution and other Services, 1961, is now available and copies may be obtained from H.M. Stationery Office at York House, Kingsway, London, W.C.2, and branches or through booksellers:

Part 4 – Area Tables – East and West Ridings Region. Price 3s. 6d. each (postage 4d. extra).

Index of industrial production for February

THE SEASONALLY adjusted index of industrial production (1958=100) for February is estimated provisionally at 126 for all industries and 128 for manufacturing industries. For the three months December–February the average indices both for all industries and for manufacturing were 2½ per cent higher than in the previous three months. Most industry groups in the index contributed to this increase; in particular, iron and steel, textiles and building materials showed more than the average increase.

A detailed table will be published in next week's *Board of Trade Journal*.

NI index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for February, 1964, prepared by the Ministry of Commerce, is 135 (1958=100). This is 2 points higher than the index for January, 1964, and 13 points higher than for February, 1963.

The index numbers for the main industrial groups in February, 1964, with the increase or decrease on February, 1963, shown in brackets are: textiles 129 (+ 16 points); clothing 140 (+ 22); engineering and metals 105 (−2); food, drink and tobacco 111 (− 11); timber and furniture 107 (+ 12); other manufacturing industries 218 (+ 18); construction 175 (+ 69); gas, electricity and water 173 (+ 12).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

What does
JAPAN
offer
Britain's
exporters?

Why are market prospects in Japan so excellent? What are the implications for U.K. exporters of the recent adoption of full convertibility for the yen on current account?

These questions are answered by our Intelligence Department in a recent report on the Japanese market. Other aspects of the economy are dealt with in the report which raises questions of vital interest to all businessmen contemplating selling to Japan. Copies of the report may be obtained from any of our branches. Alternatively, please get in touch with any of our specialised Foreign Branches:

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
Bradford: 25 Kirkgate
Cardiff: St. David's House, 10 Wood Street
Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
Nottingham: 15 Victoria Street
Southampton: Grosvenor House, 18/20 Cumberland Place

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PROBLEMS OF READAPTATION, REDUNDANCY & RETRAINING

A conference organised by the Federal Trust for Education and Research,

Thursday & Friday, 21-22 May, 1964,

at the Connaught Rooms, Great Queen St., W.C.2

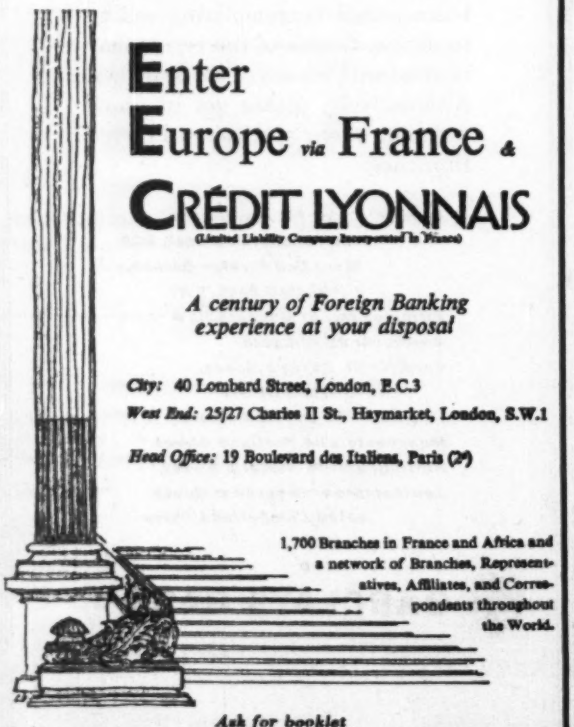
✦

Speakers will include:

W. WHITELAW, M.P., Parliamentary Secretary, Ministry of Labour; Professor B. C. ROBERTS; GEOFFREY GOODMAN; MARCEL MART

✦

Further details from: The Secretary, Federal Trust, 20 York St., W.1
Tel: WELbeck 9150/9



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75 COMMERCIAL VEHICLES
3 SEMI TRAILERS 1 LIFT VAN
1 DRAW BAR TRAILER
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On view May 5th & 6th

Catalogues available approximately 10 days before the Sale from the Chartered Auctioneers

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Hepper House, East Parade, Leeds, 1
Tel.: 31241/2 — 27614

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
April 29 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include Perkins S6M diesel marine engines, various petrol electric generating sets and petrol engines, vehicle tyres and wheels, acetate, copper and brass marine spares, engineers', carpenters', fitters' and tinsmiths' tools, wooden engine cases, furniture including formica top tables, mattresses, miscellaneous stores and equipment.

May 14 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
May 14 .	Morpeth (Tranwell) Airfield, part with vacant possession and part subject to tenancy to be sold in 8 lots. The airfield includes the modern mixed arable Cockhill Farm of nearly 300 acres with modern farmhouse, cottages and buildings erected some 8 years ago. The remainder of the land consists of useful compact areas of agricultural land, with water, a T.1 type hangar, to be sold *in situ*, and two plantations.	Morpeth Airfield, Northumberland . .	Lamb & Edge, Grainger House, 36 Blackett Street, Newcastle-upon-Tyne. (Tel. Newcastle-upon-Tyne 28325).
May 28 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
June 24 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALE

Tenders invited for the purchase and removal of:

(a) Robin hangar (approximately 70 ft. by 70 ft.) and Nisson huts at Hawkinge and Nissen and timber huts at Manston, Kent.

(b) Approximately 120,000 yards of contol cable in ducts at Warboys, near Huntingdon.

Apply within seven days of the date of this notice to the Ministry of Defence, AFC. 19a (Air), Turnstile House, London, W.C.1, for Tender Form.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
April 28-30.	Vehicles, industrial equipment, machine tools, electronic valves and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).
May 6 .	Miscellaneous stores	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (*Sale at Kinterbury House*).	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).
May 12-14 .	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles, including:	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

250 saloons, limousines and estate cars (including Austin 'Princess' limousines, Chevrolet and Plymouth sedans, Ford 'Anglias,' 'Populars,' Morris 'Mini Minors' and 'Minors') 175 Land Rovers and 150 Austin 'Champs' (single lots). Coaches, heavy duty trucks and tractors by AEC, Diamond 'T', Leyland and Scammell; tippers, 4-wheel drive trucks fitted winches by Humber, and many other types of load carrying and dual purpose vehicles. Excavators by Ruston Bucyrus, crawler tractors and angledozers by Caterpillar and Fowler, mobile cranes by Coles, Morris, Neals, and Ransomes & Rapier, fork lift and other factory trucks, dumpers, loading shovels, machinery trucks (fitted lathes, drilling machines, etc.); servicing and fire pump trailers, plant ancillaries and spares by Blaw Knox, Caterpillar, Fowler, Hyster, La Plant Choate, Le Tourneau, Neals, Newton Chambers, including complete conversion units, etc., also solo motor cycles and 40 Daimler Armoured cars.

May 21 .	Miscellaneous stores	Technical Stores, Sub-Depot, Wem, Salop .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
May 5 .	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor,) Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday April 17, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Lonely City Blue	British Lion Films Ltd.	Strada Film Productions Ltd.	Br/E 29343	22	April 13
Beware of the Dog:					
Episode 1 – Danger, Keep Out	Children's Film Foundation Ltd.	Mandarin Films Ltd. for Children's Film Foundation Ltd.	Br/E 29344	17	April 14
Episode 2 – The Dog Catchers	" "	" " "	Br/E 29345	16	April 14
Episode 3 – The Rescue	" "	" " "	Br/E 29346	15	April 14
Episode 4 – The Fugitives	" "	" " "	Br/E 29347	18	April 14
Episode 5 – The Dog Prison	" "	" " "	Br/E 29348	14	April 14
Episode 6 – The Battle	" "	" " "	Br/E 29349	16	April 14
Pathe Pic. Series 482-494:					
Pathe Pic. No. 488	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29350	9	April 15
Ring of Spies	British Lion Films Ltd.	Pritish Lion Films Ltd.	Br/E 29351	90	April 16
Movietone News 1818A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29013	7	April 17
Movietone News 1819	" "	" "	Br/E 29014	7	April 17
Pathe News 64-31	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29078	8	April 17
Pathe News 64-32	" "	" "	Br/E 29079	8	April 17
Look At Life Series 21:					
Having a Baby	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29358	10	April 17
		FOREIGN			
Seven Days in May	Paramount Film Service Ltd.	Seven Arts – Joel Productions Inc.	F 29335	118	April 13
Sky Divers	" "	Paramount Pictures Corp.	F 29336	8	April 13
The Quick Gun	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.	F 29337	88	April 13
The Three Stooges Scrapbook	" "	" "	F 29338	9	April 13
Hunting Unlimited (World of Sport)	" "	" "	F 29339	9	April 13
Watcha Watchin'	" "	" "	F 29340	7	April 13
Rupture	Connoisseur Films Limited	Societe C.A.P.A.C., Paris	F 29341	11	April 13
Tartuffe	" "	Europe 1 Tele-Compagnie, Paris	F 29342	98	April 13
The Anatolian Smile	Warner-Pathe Distributors Ltd.	Athena Enterprises Corp.	F 29352	168	April 16
Tormented	Panton Film Distributors Ltd.	Cheviot Productions Inc.	F 29353	73	April 16
Le Joli Mai (The Lovely Month of May)	Contemporary Films Ltd.	Sofracima, Paris	F 29355	118	April 17
Dr. Devil and Mr. Hare	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 29356	7	April 17
Transylvania 6-5000	" "	" "	F 29357	7	April 17

AMENDMENT TO THE REGISTER:
The registration particulars of the film 'Death of a Friend' (F 26349) registered on May 8, 1961, have been amended to provide the additional title 'Morte di un Amico.'

FOIRE DE PARIS

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Exhibitions and Fairs

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe	*April 3*	*July 3*
Europe	*March 6*	*June 6*
United Kingdom	*Feb. 7*	*May 1*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792. United Kingdom and Rest of the World will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on April 3, March 6 and February 7 respectively.

OUTSIDE EUROPE

Additions

TOKYO: SIXTH INTERNATIONAL TRADE FAIR – April 16-May 5, 1965.

† Apply, Tokyo International Trade Fair Management Office, C.P.O. Box 1201, Tokyo, Janan.

UNITED KINGDOM

Additions:

LONDON: MEDICAL EXHIBITION – November 16-20, 1964. At New Horticultural Hall, S.W.1.

* Apply, British & Colonial Druggist Ltd., 194/200 Bishopsgate, London, E.C.2. (Tel. Avenue 1444).

LONDON: NATIONAL STATIONERY AND ALLIED TRADES FAIR – February 8-11, 1965, at New Horticultural Hall, S.W.1.

Apply, E. P. Francis, Esq., National Newsagent, Bookseller, Stationer, Lennox House, Norfolk Street, London, W.C.2. (Tel. Temple Bar 8111).

LONDON: SECOND INTERNATIONAL REPROGRAPHIC EXHIBITION – REPRO – March 15-19, 1965, at Earls Court.

† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

The Earl of Drogheda, chairman of Industrial and Trade Fairs Ltd., organizers of the British Industrial Exhibition to be held in Peking from November 2 to 14 this year, at London Airport on his return from his recent visit to Peking where he has been having talks with the Chinese authorities concerning the arrangements in connection with the exhibition.

Paris display of British plants and garden equipment

THE Board of Trade has collaborated with the Federation of British Horticultural Exporters Ltd. in organizing a combined British exhibit of garden equipment and plants at the Paris Floralies Internationales, which opened on April 24 and lasts until May 3. The exhibit, which is the Federation's biggest participation so far at an overseas fair, consists of three sections – the display of garden equipment; a display of greenhouse plants; and a natural English woodland garden.

Sixteen British firms occupy individual stands covering an area of some 300 square metres in the garden equipment section, showing a representative range of horticultural tools, machines, sprayers and irrigation appliances as well as a greenhouse with fully automatic heating, ventilation and watering. The section devoted to orchids and other greenhouse plants, covering some 100 square metres, includes orchids loaned by H.M. the Queen from her collection at Windsor. The natural garden features thousands of hardy plants in an area of 450 square metres and is based on principles of great English landscape gardeners. The greenhouse display and the garden together show about 12,000 plants.

The last Floralies Internationales at Paris, in 1959, brought together 440 exhibitors, including 40 non-French exhibitors representing 20 nations, and attracted 1,700,000 visitors in ten days.

This is the Federation's fifth collaboration with the Board of Trade at an overseas trade fair. In 1962, at the well-known Floralies at Valenciennes in Northern France, a Premier Grand Prix d'Honneur was awarded to the Federation for the official British floral exhibit.

Houston store buyers to visit UK

THE BOARD OF TRADE have been advised that the following additional buyers from the Houston department store of Sakowitz Bros., which is staging a British promotion this year from October 3-17, will be in London during May:

Name of buyer	Merchandise sought
Mr. Robert Sakowitz	Young men's wear
Miss Betty Cross	Dresses
Mr. C. C. Eckhoff	Better quality dresses
Mr. J. A. K. Henniger	Fashions

A notice previewing Sakowitz's British promotion appeared in the *Board of Trade Journal* of March 27, 1964, page 685.

Manufacturers and exporters wishing to meet these buyers should contact Sakowitz's London buying house, which is Baker, Warburg & Co. Ltd., 150 Regent Street, London, W.1. (Tel. Regent 7126).

Umbrellas go gayer

UMBRELLAS are to be gayer than ever, to judge from the biggest display ever shown in Britain which was staged in London last week by the National Federation of Umbrella Manufacturers.

Among the thousand items exhibited by 18 leading manufacturers, women's fashion interest naturally predominated. Pagoda and petal shapes in radiant rainbow designs and jewel colours competed with illuminated novelties and exotic gold and silver creations trimmed with mink.

The mere male is also to be tempted away from his traditional sombre black. New styles shown ranged from a discreet charcoal grey to a lively houndstooth pattern in blue and white. The matching note – always important on the feminine front – is now being introduced into men's outfitting with, for example, an attractive umbrella and raincoat in olive green.

All the umbrellas shown had covers of Bri-Nylon or rayon, this use of British fabrics having been developed during the last five years. Emphasizing cheerfulness as the key for wet-weather-wear, the manufacturers point out that the five million umbrellas sold here annually amount to the equivalent of only one-eighth of a new umbrella each among potential purchasers. 'This is clearly not enough, either for smartness or security, as around half a million umbrellas get lost at least temporarily every year,' they state.

BRITISH OVERSEAS FAIRS LTD.

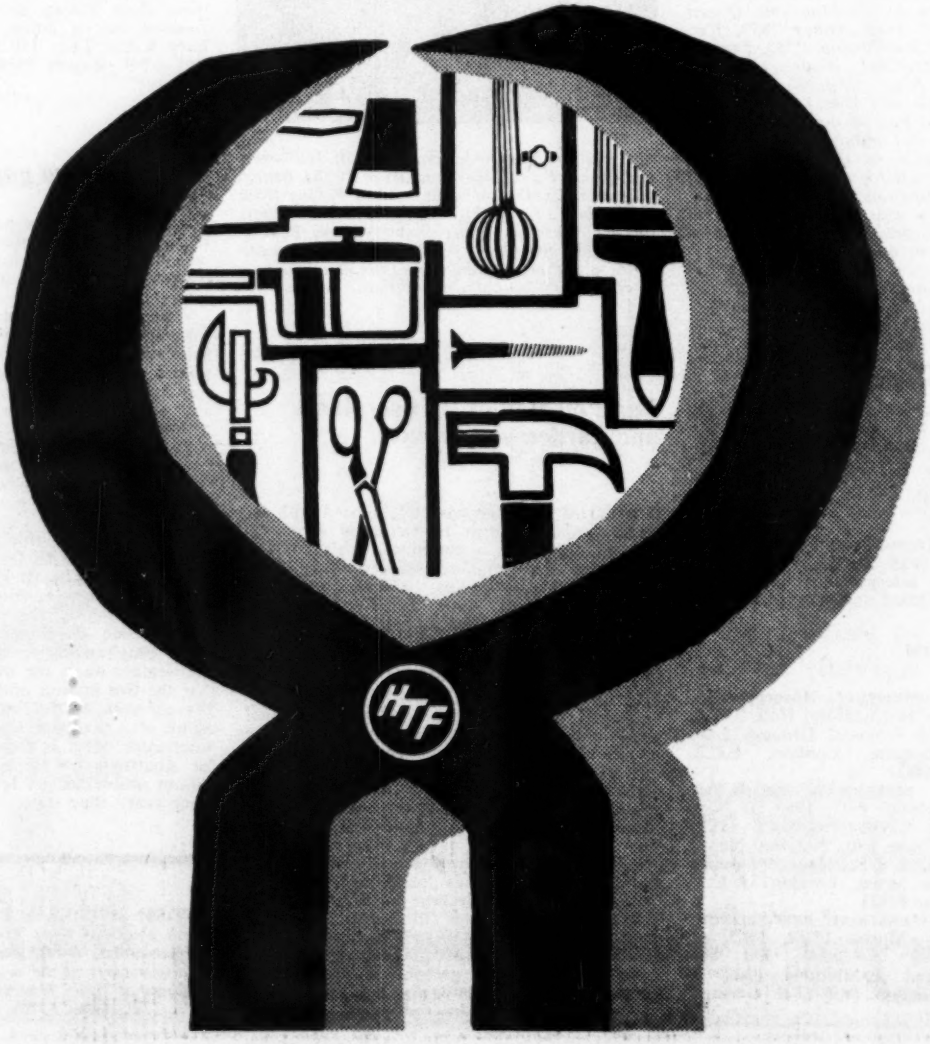
British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

10 international hardware trades fair

Olympia London • April 27 - May 1 • 1964

BUYERS OF HARDWARE THIS IS FOR YOU . . . The HTF is your opportunity of knowing exactly what's going on in the trade. What's new at home? What's new from abroad? What are your competitors doing? The Hardware Trades Fair puts you completely in the picture. New contacts, new ideas — all you need to broaden your business horizons — and all under one roof. Mark the date in your diary now . . . 27th April — 1st May. If you're in Hardware, it's a date you can't afford to miss.

Universal Exhibitions Limited, 9 Castle Place, High Wycombe, Bucks. Tel: High Wycombe 21391-2-3.



British participation in forthcoming trade fairs and promotions

THE SECRETARY OF STATE was asked on April 10 what plans he had for assisting British participation in international trade fairs and in trade weeks and similar promotion activities during the next 12 months.

He replied that the main events of the year so far as British industry was concerned would be the All-British Fairs in Barcelona, Sydney and Peking, towards the cost of which the Board of Trade would be making substantial contributions.

The Board of Trade were themselves organizing British pavilions or sections at international trade fairs at Budapest, Poznan, Tel Aviv, Vienna and Accra. The official programme also included the organization of British sections in six other major trade fairs and collaboration with some 25 trade associations in specialized fairs mainly in Europe, in both EFTA and EEC countries In addition, official commercial inquiry stands would be installed in seven major fairs.

The major British Weeks would be held at Dusseldorf in the spring and Denmark in the autumn. These events had been organized in collaboration with the Export Council for Europe. There was also a programme of British Weeks in Australia. A number of British store promotions would again be arranged in the United States and elsewhere.

It was likely that participation at other events would also be arranged but the following commitments represented the main part of the programme.

PROPOSED PROGRAMME OF OFFICIAL BRITISH PARTICIPATION IN OVERSEAS TRADE FAIRS IN THE FINANCIAL YEAR 1964/5

Place	Title and Date	Type of participation
Barcelona	British Industrial Fair, April 1-12, 1964.	Contribution towards costs (Organizers, British Overseas Fairs Ltd.).
Milan	International Samples Fair, April 12-25, 1964.	Official information stand.
Amsterdam	International Packaging Exhibition, April 14-21, 1964.	Joint venture with Institute of Packaging.
Peking	Scientific Instruments Manufacturers' Association Exhibition, April 15-25, 1964.	Joint venture with the Association.
Paris	International Exhibition of Women's Ready Made Apparel, April 18-23, 1964.	Joint venture with the British Fashion Export Group.
Paris	Fashion House Group of London Display, Hotel Monceau, April 18-23, 1964.	Joint venture with the Fashion House Group of London.
Detroit	American Society of Tool & Manufacturing Engineers' Show, April 20-24, 1964.	Joint ventures with the Gauge & Tool Manufacturers' Association and the Machine Tool Trades Association.
Paris	Floralies Internationales, April 24-May 3, 1964.	Joint venture with the Federation of British Horticultural Exporters.
Hanover	German Aviation Exhibition, April 24-May 3, 1964.	Official thematic display in conjunction with the Ministry of Aviation.
Hanover	German Industries Fair, April 26-May 5, 1964.	Official information stand and joint ventures with the Stationers' Association and with the British Electrical and Allied Manufacturers' Association.
Brussels	International Trade Fair, April 30-May 11, 1964.	Official information stand.
Casablanca	International Trade Fair, April 30-May 17, 1964.	Pavilion organized by the British Chamber of Commerce for Morocco.
Vancouver	Third British Columbia I.T.F., May 13-23, 1964.	Official display of British goods.
Gothenburg	Swedish Trade Fair, May 15-24, 1964	Official information stand and joint venture display with the National Caravan Council.
Budapest	Industrial Fair, May 15-25, 1964	British Pavilion.
Melbourne	Toy Fair, May 18-23, 1964	Joint venture with British Toy Manufacturers' Association.
Pirmasens	Footwear, Leather and Machinery Fair, May 23-28, 1964.	Joint venture with British Leather Federation.
Frankfurt	International Textiles Exhibition (Interstoff), May 26-29, 1964.	Joint venture with Textile Promotion Consultative Committee.
Milan	Triennale, May 27, September 27, 1964.	British Pavilion in conjunction with Council of Industrial Design.
Luxembourg	International Trade Fair, May 28-June 7, 1964.	Official information stand.
Hanover	48th Exhibition of the German Agricultural Society, May 31-June 7, 1964.	Joint venture with Retail Leather Goods and Saddlery Association.
Barcelona	International Samples Fair, June 1-15, 1964.	Official information stand.
Essen	Building Exhibition (Deubau), June 4-14, 1964.	Joint venture with National Council of Building Materials.
Poznan	International Trade Fair, June 7-21, 1964.	British Pavilion.
Paris	Salon International des Industries et Arts du Feu, June 14-22, 1964.	Joint ventures with British Pottery Manufacturers' Federation and Glass Manufacturers' Association.
Tel Aviv	International Trade Fair, June 16-July 7, 1964.	British Section.
Frankfurt	Achema Chemical Engineering Exhibition & Congress, June 19-27, 1964.	Joint venture with British Chemical Plant Association.
Los Angeles	Pacific Fine Foods & Beverage Fair, July 19-22, 1964	Official display of British Foodstuffs by the Consulate General.
Izmir	International Fair, August 20-September 20, 1964	Pavilion organized by the British Chamber of Commerce in Turkey.
Moscow	Exhibition of Building and Road making machinery, August 24-September 7, 1964	Joint venture with Federation of Manufacturers of Construction Equipment.
Paris	Leather Week, September 10-15, 1964	Joint ventures with British Leather Federation and Leather Importers, Factors and Merchants Association.
Vienna	International Autumn Trade Fair, September 13-20, 1964	British section of Hall of Nations.
Brno	International Trade Fair, September 13-27, 1964	Official information stand.
Helsinki	Finnish International Trade Fair, September 17-27, 1964	Joint venture with Business Equipment Trades' Association.
Milan	International Plastics Exhibition, September 19-27, 1964	Joint venture with British Plastics Federation.
Sydney	British Exhibition, September 25-October 10, 1964	Contribution towards costs (organizers, British Overseas Fairs, Ltd.) To be staged in conjunction with British Fortnight, Sydney.
Gothenburg	Medical Care and Health Exhibition, October 10-18, 1964	Joint venture with Surgical Instrument, Equipment and Appliance Export Group.
Peking	British Exhibition, November 2-14, 1964.	Contribution towards costs (Organizers, Industrial and Trade Fairs, Ltd., on behalf of the Sino-British Trade Council).
Paris	International Exhibition of Women's Ready Made Apparel, November 7-11, 1964	Joint venture with British Fashion Export Group.
Cologne	International Trade Fair of Sports Goods and Camping Equipment (SPOGA), November 8-10, 1964	Joint venture with the Federation of British Manufacturers of Sports and Games.
Frankfurt	International Textiles Exhibition (Interstoff), November 24-27, 1964	Joint venture with Textile Promotion Consultative Committee.
Accra	Ghana International Trade Fair, February 3-21, 1965	British Pavilion.

PROPOSED BRITISH WEEKS AND STORE PROMOTIONS OVERSEAS IN THE FINANCIAL YEAR 1964/5

Place	Nature of Promotion	Dates
Brisbane	British Week	April 9-18.
Perth	British Week	May 16-24.
Dusseldorf	British Week	May 23-31.
New York (and other branch stores)	Store Promotions: Montgomery Ward & Co.	Autumn
Canberra	British Week	August 6-15.
Los Angeles (California)	Store Promotion: J. W. Robinson Co. (Menswear).	Autumn.
Pittsburgh (Pennsylvania)	Store Promotion: Kaufmann's	September 20-October 10.
France (41 Stores in Paris and Provinces)	Store Promotions: Groupement D'Achata des Grands Magasins Independents	Autumn.
Boston (Massachusetts)	Store Promotion: Jordan Marsh Co. (Menswear and Foodstuffs).	September 14-26.
New Orleans (Louisiana)	Store Promotion: Maison Blanche Co., 'Best of Europe' including displays of British goods	September 20-October 3.
Cincinnati (Ohio)	Store Promotion: H. & S. Pogue Co.	September 21-October 3.
Cleveland (Ohio)	Store Promotion: 'London by Night' by The Higbee Co.	September 21-October 10.
Denmark	British Week	September 25-October 4.
Sydney	British Fortnight. (To be staged in conjunction with British Exhibition, Australia)	September 25-October 10.
Baltimore (Maryland)	Store Promotion: Hutzler Bros. Co. Co. (Principally Menswear).	September 27-October 10.
Houston (Texas)	Store Promotion: Sakowitz Bros.	October 3-17.
Boston (Massachusetts)	Store Promotion: W. Filene's Sons Co. (Menswear).	October 4-11.
Birmingham (Alabama)	Store Promotion: Loveman, Joseph & Loeb, 'Best of Europe' (being organized in conjunction with Maison Blanche)	October 11-24.
Hartford (Connecticut)	Store Promotion: G. Fox & Co. Inc.	October 13-27.
Omaha (Nebraska)	Store Promotion: J. L. Brandeis & Sons, Inc.	October 19-31.

PORTRAIT OF AN EXPORTER WHO DID NOT LOSE £21,000

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Lowest-ever premiums, cut a further 17 per cent this year, now average only 6/4d per £100 of short-term business insured. Time spent talking to an ECGD manager is never wasted: get in touch with your local ECGD office now.

**Client's dealings with ECGD are naturally confidential; the face is therefore changed, but not the facts.*

ECGD is the non-profit Government-backed insurance service that enables the exporter to expand by covering his credit risks, vetting his overseas buyers, and giving his bank valuable collateral.

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Bradford: Bradford 25147
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Cardiff: Cardiff 26657
Edinburgh: CALedonian 3004
Glasgow: Glasgow, CENtral 3056
Leeds: Leeds 30082
Liverpool: Liverpool CENt. 5756
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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and Yugoslavia

THE FRENCH *Moniteur Officiel du Commerce Internationale* of February 1 announced that a new trade agreement was signed in Paris on January 25 between the Government of Yugoslavia and the Governments of France, the Republics of Central Africa, Congo, Gabon, Chad, Ivory Coast and the Islamic Republic of Mauritania. The agreement is valid for a period of six years from January 1, 1964, and aims at facilitating and developing trade between the contracting parties.

French exports to Yugoslavia will be subject to the multilateral import procedure applicable to goods coming from countries of the zone of convertibility.

Exports from Yugoslavia will now benefit from the liberalization measures applied to the countries of the ex-OEEC, the United States and Canada. They will include agricultural produce, newsprint, plastic and textile products, tools and furniture.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Czechoslovakia

ON MARCH 18 last a protocol was signed in Rome between Italy and Czechoslovakia, regulating trade in 1964.

Items in the quota lists show little variation from those for 1963 (published in Export Services Bulletin Supplement of January 21, 1963), although the quantities show increases in many cases. Among additional items which Italy is importing from Czechoslovakia are various chemicals, porcelain statuettes, precision measuring instruments, compressors, and lubricators.

Additional Italian exports include pumps, gas turbines, spare parts for transformers and for electric furnaces, and copper cylinders for printing textiles.

An English text of the quota lists can be seen in Export Services Branch (Tariff Section), Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450).

Italy and the USSR

A LONG-TERM TRADE AGREEMENT between Italy and the USSR, covering trade for the period 1966-1969, was signed in Rome on February 5, 1964.

Italian exports to the USSR will include machinery, machine tools, rolled steel products and tubes, cables, chemical products (including synthetic rubber) and citrus fruits. USSR exports to Italy will include machinery and equipment, lithantrax and anthracite, crude oil, fuel oil, metal ores, chemical products, timber and cereals.

A full translation of this agreement and the lists of goods to be exchanged may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Yugoslavia

THE MOROCCAN *Bulletin Officiel* of March 25, 1964, announced the renewal, for a period of one year from February 7, 1964, of the trade agreement between Morocco and Yugoslavia.

Quotas under the agreement remain unchanged.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Czechoslovakia

THE MOROCCAN *Bulletin Officiel* of March 25, 1964, announced the signing of a new trade agreement between Morocco and Czechoslovakia.

Lists of quotas and values vary from those attached to the previous agreement.

The agreement is for three years but the lists of goods to be exchanged is valid for the first year, ending on February 20, 1965.

Details of this agreement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Guinea

THE MOROCCAN Ministry of Commerce publication *Notes de Documentation* for March 1964 published details of the renewed trade agreement between Morocco and Guinea.

The agreement is renewed for one year from January 1, 1964, and quotas under the agreement remain unchanged.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Mali

THE MOROCCAN *Bulletin Officiel* of March 25, 1964, has published an announcement which notifies the renewal for a further year, from February 15, 1964, of the protocol to the trade agreement between Morocco and Mali.

The lists of goods to be exchanged and their values remain unchanged.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Sweden

THE MOROCCAN *Bulletin Officiel* of March 25, 1964, announced the renewal, for a further year from February 1, of the trade agreement between Morocco and Sweden.

Quotas under the agreement remain unchanged.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

BRITISH TRADE MAGAZINE IN JAPAN

H.M. Embassy at Tokyo announce that one of their commercial publications is British Trade and Industry, *a quarterly magazine in Japanese of which about* 1,300 *copies are distributed to leading Japanese industrialists throughout the country.*

British Trade and Industry *is financed, in part, by the advertisements placed in it by individual firms. Hitherto, these advertisements have only been taken by local British firms in Tokyo, but firms in the United Kingdom are now invited to take space.*

The cost of these advertisements, per issue of the magazine, are £12 *and* £20 *for a half page and a full page* (10*in.* x 7*in.*) *respectively. They are printed in black and white, and are normally done in the form the advertiser sends his copy (the Embassy can have it translated into Japanese for him if he wishes).*

Advertising copy for the winter issue must be sent to the Embassy by November 25*; for the spring by February* 25*; for the summer by May* 25*; for the autumn by August* 25*. The address is: Commercial Department, British Embassy,* 1 *Ichibancho, Kojimachi Chiyoda-ku, Tokyo.*

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ARGENTINA

Refrigeration Equipment for Secretaria de Marina, Astillero, Rio Santiago (A.F.N.E.). May 14. E.S.B. 10924/64.

Seismic Recording Equipment; Magnetic Control Centre for Secretaria de Energia y Combustibles. May 27. E.S.B. 11867/64

AUSTRALIA

Western Australian Government Tender Board:
Points and Crossings. May 14. Tender documents but not drawings available. E.S.B. 11821/64.*
Steam Generating Plant; Station Building Extensions. July 2. E.S.B. 10980/64.*
Electricity Commission of New South Wales:
Transformers. June 8. E.S.B. 11334/64.*
Electrical Equipment. May 25. E.S.B. 11517/64.*
Switchgear. June 1. E.S.B. 11518/64.*

BURMA

People's Stores Corporation:
Coir Yarn. May 11. E.S.B. 11859/64.*
Gear Cutter. May 14. E.S.B. 11861/64.*
Bitumen Heater. May 18. E.S.B. 11862/64.*
Steel Fabric. May 15. E.S.B. 11864/64.*
Paper Bags. May 4. E.S.B. 11865/64.*
Generating Set. May 14. E.S.B. 11598/64.*
Centrifugal Pumps. May 14. E.S.B. 11597/64.*
Pumps. May 18. E.S.B. 11860/64.*
Floor Covering and Floor Tiles. May 4. E.S.B. 11866/64.*

CEYLON

Automatic Pressure Pumps for Ministry of Public Works. May 6. E.S.B. 11327/64.
Department of Rural Development and Small Industries:
Textile Dyes. May 20. E.S.B. 11324/64.
Textile Machinery. May 11. E.S.B. 11325/64.
Ministry of Land, Irrigation and Power:
Cables. Tender documents now available. E.S.B. 10552/64.*
Electricity Meters. June 2. Tender documents now available for loan. E.S.B. 11516/64.*
Department of Health:
Diagnostic X-ray Apparatus. (Further Information.) Tender documents now available. E.S.B. 10515/64.*
Pharmaceuticals. June 30. E.S.B. 11328/64.*

CHILE

Laboratory Apparatus for National Health Service. May 6. E.S.B. 11522/64.*

EGYPT

Wire and Manila Rope for Ports and Lighthouses Administration. May 7. E.S.B. 11507/64.*
Egyptian Railways:
Lamps for Air-conditioners. May 20. E.S.B. 10931/64.
Spring Steel Bars. May 5. E.S.B. 10932/64.
General Organization for Executing the Five-year Plan:
Synthetic Fibre Plant. (Further Information.) Closing date postponed to June 1. E.S.B. 35006/63.*
Humidification Equipment. June 20. E.S.B. 11319/64.*

FORMOSA

Central Trust of China:
Air Compressor. May 12. E.S.B. 11509/64.*
Gear Motors. May 12. E.S.B. 11508/64.*
Pump. May 12. E.S.B. 11342/64.*
Beating Unit May 11. E.S.B. 11341/4.*
Steel Pipes. May 14. E.S.B. 11512/64.*
Relays. May 14. E.S.B. 11832/64.*
Steel Plates. May 15. E.S.B. 11513/64.*
Timber. May 14. E.S.B. 11833/64.*
Helium Gas May 14. E.S.B. 11511/64.*
Measuring Instruments. May 14. E.S.B. 11510/64.*
Rubber Fender Bumpers. May 8. E.S.B. 11339/64.*
Glycyrrhiza Extract. May 5. E.S.B. 10925/64.*
Steel Products. May 4. E.S.B. 10927/64.*
Pipes, Valves and Fittings. May 4. E.S.B. 10929/64.*
Steel Pipes. May 5. E.S.B. 11320/64.*
Valves and Fittings. May 7. E.S.B. 11321/64.*
Nickel Briquettes. May 5. E.S.B. 11323/64.*
Steel Base Plate. (Further Information.) E.S.B. 3069/64.*
Transformers. May 11. E.S.B. 11829/64.*
Fork Lift Trucks. May 15. E.S.B. 11830/64.*
Steel Sheets. May 9. E.S.B. 11831/64.*
Valves. May 14. E.S.B. 11834/64.*
Testing and Measuring Equipment. May 11. E.S.B. 11801/64.*

FRANCE

Metal Cabinets for Headquarters Command, SHAPE, Paris. May 12. Tender documents now available. E.S.B. 11335/64.*

GREECE

Refrigeration Plant for Agricultural Bank of Greece. May 11. E.S.B. 11333/64.*
Steel Wheels for Hellenic State Railways. May 12. E.S.B. 11330/64.*
Tabulating Cards for Agricultural Insurance Organization. May 6. E.S.B. 11332/64.*
Ministry of Trade:
Equipment for Textile and Technical Schools. (Further Information.) E.S.B. 27611/61.*
Lubricating Oil. May 28. E.S.B. 11370/64.*
Clocks. May 11. E.S.B. 11371/64.*
Automatic Postal Scales. May 5. E.S.B. 11372/64.*
Tabulating Cards. May 14. E.S.B. 11369/64.*

ICELAND

Reykjavik Purchasing Centre:
Metal Hoses. May 5. E.S.B. 11308/64.*
Threaded Pipe Joints. May 5. E.S.B. 11309/64.*
Water Meters. May 12. E.S.B. 11313/64.*
Water Meters. May 12. E.S.B. 11314/64.*
Pipe Fittings. May 5. E.S.B. 11312/64.

INDIA

Coal Handling Plant for Madras State Electricity Board. Closing date postponed to June 24. E.S.B. 6243/64.*
Crane for Gujarat Electricity Board. May 29. E.S.B. 11379/64.
Drilling Equipment for Procurement Circle. June 22. E.S.B. 11365/64.*
Earth-moving Equipment for Purchase and Transport Directorate, Patna. May 28. E.S.B. 11344/64.*
Insulators for Punjab State Electricity Board. May 18. Tender specification now available. E.S.B. 7534/64.*
Steel Sheet Piles for River Valley Projects Department. May 12. E.S.B. 11343/64.*
Switchgear for Mysore State Electricity Board. May 4. E.S.B. 11825/64.*
Well-drilling Equipment for Neyveli Lignite Corporation Ltd. (Further Information.) E.S.B. 10959/64.*
Atomic Energy Establishment, Trombay:
Kovar Alloy. May 15. E.S.B. 11529/64.*
Tubings. May 25. E.S.B. 11530/64.*
Madhya Pradesh Electricity Board:
Switchgear. May 18. E.S.B. 11377/64.
Transformers. June 8. E.S.B. 11580/64.
Directorate of Supplies and Disposals:
Drilling Equipment. May 6. Tender documents now available for loan. E.S.B. 11380/64.*
Meat Dehydration Plant; Abbatoir Equipment. May 28. E.S.B. 11581/64.
Tin Ingot. May 28. E.S.B. 11364/64.*
U.P. State Electricity Board:
Generating Sets; Switchgear. Tender documents now available. E.S.B. 9079/64.*
Generating Sets; Switchgear. (Further Information.) Tender documents now available. E.S.B. 9080/64.*
M.S. Cross Arms. May 4. E.S.B. 11362/64.
National Coal Development Corporation Ltd.:
Galvanized Ventilating Tubing. May 6. E.S.B. 11346/64.*
Tugger Haulage Equipment. May 30. E.S.B. 11119/64.*
Direct Drum Haulage Equipment. May 29. E.S.B. 11347/64.*

IRAN

Cathodes for Ministry of Defence. June 6. E.S.B. 11501/64.*
Water Supply Connections for Tehran Water Board. Closing date postponed to May 5. E.S.B. 8045/64.*

(*Continued on page* 913)

No. 8 of a series

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British commercial representatives overseas

It is strongly recommended that all commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list below) or to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Telex – 25977. A great deal of overseas commercial information is on record and can be supplied immediately.

When travelling on business overseas a call on the nearest British Commercial Officer will be of considerable assistance to you, and prior notice of your visit given to the Board of Trade will enable him to prepare in advance the information which you need. The list is not exclusive but gives the names and addresses of full-time representatives in charge of offices.

The Board of Trade publishes a series of booklets 'Hints to Businessmen' for most of the countries listed. Copies may be obtained free of charge by British businessmen who intend visiting any of the countries on export business, on application to the nearest Regional Office, to Export Services Branch or Directories and Notices Section, Room LG 15, 1 Victoria Street, London, S.W.1 (Tel. Sullivan 3400, Ext. 3020. Telex-25955).

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 463).

(C.G.=Consulate-General, C=Consulate, and V.C.=Vice-Consulate. Unless otherwise indicated, the telegraphic address of the following posts are:
(i) for Embassies and Legations – 'Prodrome', followed by the relevant town name;
(ii) for Consulates-General, Consulates and Vice-Consulates – 'Britain', followed by the relevant town name.)

AFGHANISTAN – Mr. H. H. Hale, Second Secretary (Commercial), British Embassy, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. W. H. Lawson, M.B.E., First Secretary (Commercial) and Consul, Commercial Department, British Embassy, 7, Chemin des Glycines, ALGIERS. (Tel. 65-78-83, 65-72-62, 66-99-08 and 66-99-14).

ARGENTINA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), British Embassy, Edificio Britanico, Calle Reconquista 314, BUENOS AIRES. (Tel. 49-6681-7, 7 lines.)

AUSTRIA – Mr. A. C. Maby, C.B.E., H.M. Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, VIENNA 3. (Tel. 73.15.75/6/7.)
INNSBRUCK (C.) – Erlerstrasse 17/1. (Tel. 28320.)

AUSTRALIA – Mr. F. B. Arnold C.M.G., O.B.E., The Senior British Trade Commissioner in Australia, Commonwealth Avenue, Canberra, A.C.T., Australia. ('Senbricom, Canberra.') (Tel. 7.2211.)
CANBERRA – Mr. H. W. Woodruff, British Trade Commissioner, Commonwealth Avenue, Canberra, A.C.T. ('Senbricom, Canberra.') (Tel. 7.2211.)
SYDNEY – Mr. M. J. Marshall, The Principal British Trade Commissioner, London Assurance House, 20, Bridge Street, Sydney. ('Combritto, Sydney.') (Tel. 27-7521.)
MELBOURNE – Mr. S. C. Stout, The Principal British Trade Commissioner, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('Combrit, Melbourne') (Tel. 67-7254, 67-8601 (9 lines.))
BRISBANE – Mr. N. A .Pinch, The British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('Combriton, Brisbane.') (Tel: 2-2307.)
PERTH – Mr. B. A. F. Pennock, The British Trade Commissioner, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('Britcom, Perth.') (Tel: 21-5128/9.)
ADELAIDE – The British Trade Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide. ('Britoncom, Adelaide.') (Tel. 51-4011, 51-4012.)

AZORES (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

BELGIUM – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 2 rue de Spa, BRUSSELS 4. (Tel. 13.18.50)
ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40; 32.88.29.)

BOLIVIA – Mr. A. E. Palmer, Third Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, Casilla 694, LA PAZ. (Tel. 4350.)

BRAZIL – Mr. J. H. Wardle-Smith, C.M.G., H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.)
SAO PAULO (C.G.) – Mr. J. R. Cotton, C.M.G., O.B.E., H.M. Consul-General, British Consulate-General. Caixa Postal 846 (for mail); Rue Conselheiro Crispiniano, 72-4 Andar (for visitors), SAO PAULO. (Tel. 35-4131.)

BULGARIA – Mr. C. L. Nash, Second Secretary (Commercial) and Vice-Consul, British Embassy, Boulevard Marshall Tolbukhin 65, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. A. R. K. Mackenzie, H.M. Counsellor (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – Mr. J. S. Bennett, C.V.O., C.B.E., H.M. Ambassador, British Embassy, Boite Postale 1750, USUMBURA. (Tel. Usumbura 2105.)

CAMBODIA – British Embassy, PHNOM PENH.
[All commercial enquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMEROON, FEDERAL REPUBLIC OF – Mr. C. T. McGurk, M.B.E., First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph, Clerc, Boite Postale 547, YAOUNDE. (Tel. 31-92.)
BUEA (C) – Mr. J. J. Balmain, H.M. Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 119.)

CANADA – Mr. A. Currall, The Senior British Trade Commissioner in Canada, 80 Elgin Street, Ottawa 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).
OTTAWA – Mr. S. Stewart, M.C., British Trade Commissioner, 80 Elgin Street, Ottawa 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).
MONTREAL – Mr. A. Heckle, C.M.G., The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)
TORONTO – Mr. J. R. W. Wilby, C.M.G., The Principal British Trade Commissioner, 119 Adelaide Street West, Toronto. ('Toroncom, Toronto.') (Tel. 362-1223).
VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, Bank of Nova Scotia Buildings, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vaucouver.') (Tel. 681-8381.)
WINNIPEG – Mr. H. Herring, The Assistant British Trade Commissioner, 4th Floor, 333 Broadway Avenue, Winnipeg, 1. Man. ('Wincom, Winnipeg.') Tel. 942-3153).
EDMONTON – Mr. G. W. Hollingworth, The Assistant British Trade Commissioner, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. 414-0481).
REGINA – Mr. D. Montgomery, Office of British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel. 517-6459).
ATLANTIC PROVINCES – The British Trade Commissioner for the Atlantic Provinces, 5425 Spring Garden Road, Halifax Novia Scottia ('Halicom, Halifax') (Tel. 422-7488-9).

CENTRAL AFRICAN REPUBLIC – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, British Embassy, Ave du 28 aout 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Republic of Congo. (Tel. Brazzaville, 27-11 and 31-47.)

CEYLON – Mr. J. F. Saunders, M.B.E., The Principal British Trade Commissioner in Ceylon, P.O. Box 745, 2nd Floor, Hongkong Bank Building, Prince Street, COLOMBO. ('Tradcom, Colombo.') (Tel. 7298/9.)

CHAD – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, British Embassy, Ave du 28 aout 1940. Boite Postale 178, Central Post Office,' BRAZZAVILLE, Republic of Congo. (Tel. Brazzaville, 27-11 and 31-47.)

(Continued on next page)

CHILE - Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-5.)

CHINA – Mr. L. S. Ross, First Secretary (Commercial), Office of the British Charge d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931/5.)

SHANGHAI – Mr. D. R. A. Spankie, First Secretary (Commercial), The Office of the Counsellor of the British Charge d'Affaires, 33, Chung Shan Lu, Shanghai, E.1. ('Prodrome, Shanghai.') (Tel. 11489.)

COLOMBIA – Mr. M. K. O. Simpson-Orlebar, First Secretary (Commercial) and Consul, British Embassy, Carrera 8, No. 15-46, BOGOTA. (Tel. 411051 and 433203.)

CONGO, REPUBLIC OF THE (FORMERLY BELGIAN CONGO) – Mr. B. W. Gordon, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, LEOPOLDVILLE. (Tel. 3483).

ELIZABETH (C) – British Consulate, Boulevard Elizabeth 727, P.O. Box 973. (Tel. 2434).

CONGO REPUBLIC (FORMERLY FRENCH CONGO) – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, British Embassy, Ave du 28 aout 1940. Boite Postale 178, 'Central Post Office' BRAZZAVILLE. (Tel. Brazzaville 27-11 and 31-47.)

COSTA RICA – Mr. D. Reis, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado "J" SAN JOSE. (Tel. 5286.)

CUBA – Mr. J. A. Thompson, First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, Capdevila 101-103, 9° Piso (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. L. Reid, The British Trade Commissioner, P.O. Box 678, Alexander Pallis Street, NICOSIA. ('Tradcom, Nicosia'). (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. M. R. Melhuish, First Secretary (Commercial) and Consul, British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/8/9, 533340.)

DAHOMEY – Mr. D. M. Edwards, D.S.C., Second Secretary (Commercial), British Embassey, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal Address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 66-15 and 66-16.)

DENMARK – Mr. P. D. Stobart, M.B.E., C.B.E., H.M. Counsellor (Commercial) and Consul-General, British Embassy, 40 Kastelsvej, COPENHAGEN Ø. (Tel. Tria 6360.)

DOMINICAN REPUBLIC – Mr. S. F. Campbell, First Secretary and Consul, British Embassy, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128 and 2-3129.)

ECUADOR – Mr. P. E. L. Jackson, Commercial Secretary and Vice Consul, British Embassy, Gonzalez Suarez 111, QUITO. (For correspondence: Casilla 314). (For visitors: opposite Hotel Quito). (Tel. 30070/1/2/3/4.)

GUAYAQUIL (C). – Edificio 'La Nacional' (2do Piso), V. M. Rendón 120, GUAYAQUIL. (For correspondence: Casilla 'K', Guayaquil). (Tel. 15-392 & 15-243).

EGYPT (UNITED ARAB REPUBLIC) – Mr. R. A. Daniell, O.B.E., H.M. Counsellor (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

ALEXANDRIA (C.G.) – Mr. J. W. Wall, C.M.G., H.M. Consul-General, British Consulate-General, Rue Iskander el-Akbar No. 3, (Tel. 21246, 21247, 21248.)

EL SALVADOR – Mr. D. W. M. Pierotti, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), Colonia Duenas, SAN SALVADOR. (Tel. 2667.) For correspondence: Embajada Britanica, Apartado 601, San Salvador, El Salvador.

ETHIOPIA – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)

ERITREA (C.) – Mr. J. Bromley, H.M. Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, 1, P.O. Box 254, ASMARA. (Tel. 846-7.)

FINLAND – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI. (Tel. 12574-32826.)

FORMOSA – Mr. J. B. Weymes, H.M. Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

TAIPEI (C) – H.M. Consul, British Consulate, 289 Chung An West Road, TAIPEI. (Tel. 42040.)

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SWEDEN – Mr. I. C. Mackenzie, C.B.E., H.M. Counsellor (Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel. 67.01.40.)

GOTHENBURG (C.G.) – Ostra Larmgatan 16. (Tel. 13.62.81.)

MALMO (C.) – Commercial Section, British Consulate, Stortorget 31, Malmo C. (Tel. 26625.)

SWITZERLAND – Mr. F. G. K. Gallagher, C.M.G., H.M. Counsellor (Commercial), British Embassy, Thunstrasse 50, BERNE. (Tel. 44.50.21.)

BASLE (C.) – P.O. Box No. 851, 35 Rittergasse , Basle 1. (Tel. (061)23.58.43.)

GENEVA (C.G.) – 41 Quai Wilson. (Tel. 31-31-20 and 31-31-29.)

ZURICH (C.G.) – Dufourstrasse 56. (Tel. 051.34.40.42.)

SYRIAN ARAB REPUBLIC – Mr. J. C. M. Mason, First Secretary (Commercial), British Embassy, Kotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, P.O. Box 37, DAMASCUS. (Tel. 32561-2-3.)

ALEPPO (C.) – Mr. F. W. J. Cooper, H.M. Consul, British Consulate, P.O. Box 7, Sebil, Aleppo. (Tel. Aleppo 11218.)

TANGANYIKA – Mr. H. D. G. Collings, The British Trade Commissioner in Tanganyika, P.O. Box 9112, 8th Floor, Permanent House, Corner of Ingles Street/Independence Avenue, DAR-ES-SALAAM. ('Britishers', Dar-es-Salaam.) (Tel. 23344, 2 lines.)

THAILAND – Mr. T. J. Everard, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. O. Kemp, O.B.E., Ambassador and Consul-General, British Embassy, B.P. 892, LOME, West Africa. (Tel. 2085.)

TRINIDAD – Mr. G. Booth, The Principal British Trade Commissioner for the Eastern Caribbean, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. ('Trincom, Port of Spain.') (Tel. 52861/6.)

TUNISIA – Mr. E. H. Noble, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. A. H. Ballantyne, C.V.O., C.B.E., H.M. Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-12.10. 96.)

ISTANBUL (C.G.) – Mr. G. S. McWilliam, Consul, British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40.)

IZMIR (SMYRNA) (C.G.) – Mr. R. E. Wilkinson, M.B.E., British Consulate-General, Attaturk Caddesi 336, P.K. 300, Izmir. (Tel. 32501.)

UGANDA – Mr. J. R. Leeland, Second Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('Ukrep, Kampala.') (Tel. 57054.)

UNITED STATES

WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial), Mr. M. Gale, M.B.E., H.M. Counsellor (Commercial); Mr. J. B. Cullen, H.M. Counsellor (Commercial); Mr. R. Arculus, First Secretary (Commercial); Mr. F. H. Jackson, First Secretary (Commercial), Mr. F. J. Pelly, M.B.E., First Secretary (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W. Washington 8, D.C. 20008. (Tel. HO 2-1340.)

ATLANTA (C.) – Mr. W. P. S. Lane, O.B.E., M.V.O., H.M. Consul, British Consulate, 814-815, Atlanta Merchandise Mart, 240 Peachtree Street, N. W. Atlanta, Georgia 30303. (Tel. 524-2692.)

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, H.M. Consul, British Consulate-General, Room 2303, John Hancock Building, 200, Berkeley Street, Boston, Massachusetts 02116. (Tel. LI 2-2810.)

CHICAGO (C.G.) – Mr. P. W. R. C. Haley, M.B.E., H.M. Deputy Consul-General, British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.)

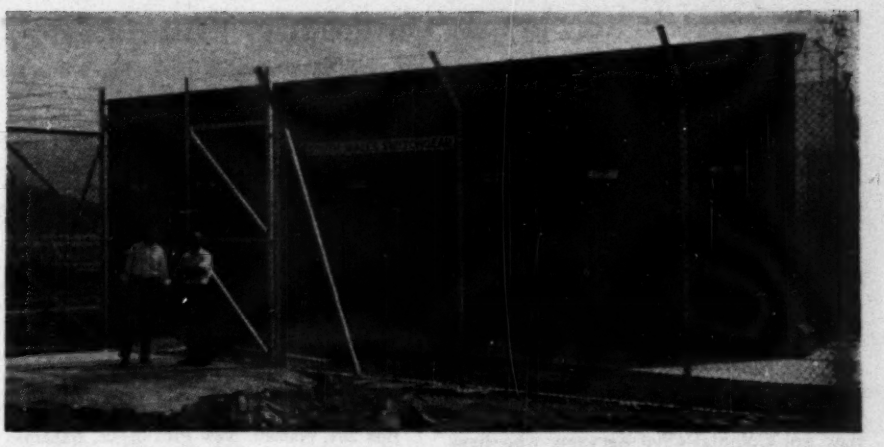
CLEVELAND (C.G.) – Mr. J. E. T. Thorne, H.M. Vice-Consul (Commercial), British Consulate - General, 1828 The Illuminating Building, Cleveland, Ohio 44113. (Tel. MA 1-7674.)

DENVER (C.) – Miss A. Clay, M.B.E., H.M. Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. AC 2-2729.)

DETROIT (C.G.) – Mr. W. E. Williams, O.B.E., Consul (Commercial), British Consulate-General, 1512 Guardian Building, Detroit, Michigan 48226. (Tel. 962-4776.)

HONOLULU (C.) – Mr. W. H. M. Hindle, T.D., H.M. Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu 13, Hawaii. 96813. (Tel. 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, H.M. Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. FA 3-0154.)



This 22 KV. 1,000 mVA. packaged substation manufactured by South Wales Switchgear Ltd., Blackwood, Mon., was erected at the National Iron and Steel Mills, Jurong, Singapore, in under four weeks. The equipment, despatched in 15 weeks from receipt of order, provides an outstanding example of the speed at which a high voltage supply can be made available on site. The erection was carried out by the firm's resident supervising engineer Mr. A. George (left), using local labour. He is seen here with Mr. J. R. Dale, general manager of the National Iron and Steel Mills.

KANSAS CITY (C.) – Mr. N. M. Hallett, H.M. Consul, British Consulate, Room 1420, Commerce Trust Building, 922 Walnut Street, Kansas City, Missouri. 64106. (Tel. GR 1-1644/5.)

LOS ANGELES (C.G.) – Mr. B. H. Wilcox, H.M. Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California. 90005. (Tel. DU 5-7381.)

MIAMI (C.) – Mr. W. H. Adams, O.B.E., H.M. Consul, British Consulate, 732 Ingraham Building, S.E. 2nd Avenue, Miami, Florida. 33131. (Tel. FR 1-7544/5.)

MINNEAPOLIS (C.) – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Consulate, Room 1900 First National Bank Building, Minneapolis, Minnesota. 55402. (Tel 335-0921.)

NEW ORLEANS (C.G.) – Mr. A. B. Ball, H.M. Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6.)

NEW YORK (C.G.) – Mr. G. G. Simpson, H.M. Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York 10022. (Tel. PL 2-8400.)
(Export Credits Guarantee Department representative in N. America, Mr. R. S. Kinsey, at same address.)

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania. 19107. (Tel WA 5-2430.)

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715 Lewis Building, Portland, Oregon. 97204. (Tel. CA 7-5669.)

SAN JUAN (C.) – Mr. R. J. E. Thomas, H.M. Consul, British Consulate, P.O. Box 1307, San Juan, Puerto Rico. 00902. (Tel. 722-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.)

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, H.M. Consul (Commercial), British-Consulate General, 343 Sansome Street, San Franciso, California 94104. (Tel. YU 1-3030.)

SEATTLE (C.G.) – Mr. R. Featonby, H.M. Vice-Consul, British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.)

[There are also Honorary Consuls at Baltimore and Norfolk who will be glad to see British business visitors. Commercial correspondence should however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, E.C.4, or to the British Embassy, Washington, D.C.

BALTIMORE (Hon. C.) – Mr. J. T. Menzies, C.B.E., Hon. Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel. SA 7-1082.)

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, The Wainwright Building, 229, West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.)]

UPPER VOLTA, REPUBLIC OF – Mr. D. M. Edwards, D.S.C., Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581 Abidjan, Ivory Coast (Tel. 66-15 and 66-16.)
2501.)

URUGUAY – Mr. G. F. Finlayson, First Secretary (Commercial), British Embassy, Calle Rincon 454, Pisco 5, MONTEVIDEO. (Tel. 9-

VENEZUELA – Mr. K. D. Jamieson, H.M. Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence); 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Urbanizacion Chuao (for visitors); CARACAS. (Tel. 32.83.55/59 and 32.32.16.)

VIETNAM – Mr. A. H. Morgan, Second Secretary (Commercial), British Embassy, 25 Dailo Thong Nhut, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp, H.M. Counsellor (Economic/Commercial), British Embassy, 46 Ulica Prvog Maja, BELGRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

(Continued on next page)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address inquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

ADEN: The Trade Officer, Ministry of Commerce & Industry, P.O. Box 5013, Maala, Aden. (Tel. 4848/9.)

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 85, Windhoek, South West Africa.

BAHAMAS: Mr. John N. Hedden, British Trade Correspondent in the Bahamas, P.O. Box 281, Nassau, New Providence, Bahamas. (Tel. 95581 and 6274.)

BASUTOLAND: The Deputy Resident Commissioner and Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources, Commerce & Industry, Belize.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade. G.P.O. 2018, Suva.

GAMBIA: Mr. G. M. P. Val-Phatty, P.O. Box 333, Bathurst, Gambia.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Chief Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

MALTA: The Director of Industrial Development, Department of Trade and Industry, 9 Merchants Street, Valetta. (Tradevelop, Valetta, Malta.) (Tel. Central 24411.)

MAURITIUS: The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Ayre, Newfoundland Board of Trade, St. John's Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: The Financial Secretary, Secretariat, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, 119, Macquarie Street, Hobart.

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Tonga.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Clarendon House, Clayton Street West, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
Barry Kay, C.B.E.

South Western Region
Prudential Buildings, Wine Street, Bristol, 1. (Tel. Bristol 294821.
Code: OBR 2. 294821. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221.
Code: 021 MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
40 George Street, Glasgow. C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

British overseas commercial representatives' visits during May to July, 1964

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during May to July 1964:

ARGENTINE REPUBLIC (Buenos Aires)	G. C. Tout, M.B.E.	Second Secretary (Commercial)	June-July	In present post since 1962.
BELGIUM (Brussels)	R. A. Hibbert	First Secretary (Commercial)	May	In present post since 1962
CANADA (Toronto)	R. S. Adamson	Assistant British Trade Commissioner	July	In present post since 1961.
FRANCE (Paris)	N. Morton	First Secretary (Commercial)	May	In present post since 1961.
INDIA (Bombay)	Miss D. M. M. Durrant	Assistant British Trade Commissioner	May	Has previously served as Assistant British Trade Commissioner in India (New Delhi).
LAOS (Vientiane)	H. Docherty	First Secretary (Commercial)	June	In present post since 1963.
MALAYSIA (Jesselton)	*K. B. Barratt	Assistant British Trade Commissioner	May-June	Has previously served as Assistant British Trade Commissioner in Singapore and Kuala Lumpur (Malaysia).
NIGERIA (Ibadan)	G. R. Webb	Assistant British Trade Commissioner	June	Has previously served as Assistant British Trade Commissioner in Australia (Melbourne) and Nigeria (Lagos).
PAKISTAN Karachi)	N. K. Svendsen	Assistant British Trade Commissioner	July	Has been in present post since 1962.
SAUDI ARABIA (Jedda)	D. A. Hamley	First Secretary (Commercial)	May	Has been in present post since January, 1963.
SOUTHERN RHODESIA (Salisbury)	R. A. Hilton	Assistant British Trade Commissioner	June-July	Has been in present post since 1961.
UGANDA (Kampala)	J. R. Leeland	Second Secretary (Commercial)	From May	Has previously served as Assistant British Trade Commissioner in Pakistan (Karachi) and Australia (Brisbane).

* Not returning to Post.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

The Board of Trade

Export Service Bulletin

has now replaced the Special Register Service of Information

Contents

Market Pointers
Market Reports
Calls for Tenders
Export Opportunities
General Notices

Cost

£10.10.0d. per annum (inclusive of postage)

Export Services Branch Board of Trade
HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4

LETTERS OF APPRECIATION

United Kingdom exporters How official services help

The letters quoted below have been sent by United Kindom businessmen to home or overseas officers expressing appreciation for their assistance in furthering export business. A list of British commercial representatives overseas appears in this supplement.

THE HAGUE

May I take this opportunity of referring to my visit to Holland in connection with the appointment of possible agents for the sale of our products in the Netherlands.

I wish to express my appreciation for the co-operation given to me and all the trouble taken in locating various firms who may be interested in our products, also for arranging appointments for me.

I found the help of ———————— invaluable, and I could not have made contact with so many people during such a short visit if it had not been for his wonderful co-operation, and if other business houses in England receive the same co-operation and help from your department then I feel sure that the exports to the Netherlands should increase very considerably.

J. B. & S. Lees, Limited, West Bromwich

NEW ORLEANS

You will no doubt be pleased to know that based on the information contained in your letter, we have been able to secure a very competitive offer from a British mill, and thus endeavour to meet continental competition in respect of offers which ——— states he has received.

We have therefore sent today a revised offer, and take the liberty of appending hereto a copy thereof, in case same is of any interest to you.

Needless to say, should we hear direct from ———, and should business develop, we will not fail to keep you informed.

Vicsteels Ltd., London.

Mr. P. J. E. Male (centre), H.M. Counsellor (Commercial), at the recent exhibition of 'Vizusell' store display equipment in the Oslo Chamber of Commerce. The exhibition was mounted by Versatile Fittings (W.H.S.) Ltd., to mark the opening of the firm's trading in Norway. With Mr. Male are Mr. P. Garner-Lahire (left), sales department, and Mr. R. Kendall, export manager.

Sir Frank Roberts (left) British Ambassador in Bonn, talking with Mr. N. Stern (centre), Cynat Products Ltd., at the recent Nuremberg Toy Fair.

COMMONWEALTH TRADE TOUR

I recently returned from abroad where I investigated the possibility of H. W. Cooper & Co. Ltd., extending their business to various countries I visited. I had the advantage of letters of introduction to British Trade Commissioners which I had received from you, of the inquiries you had made and information gathered and passed on to me preparatory to my visit.

As no doubt you can understand, a first visit to these countries can only prepare the ground for trade. It is too soon to anticipate what results may be but there are distinct prospects for the future.

I must express my appreciation of the invaluable assistance and courtesy which I received from the British Trade Commissioners during my trip, and even more so for the help and information which you have provided during the past six months.

A senior partner in a firm of Chartered Accountants.

The following is an extract from a letter sent to the Regional Controller, Board of Trade, Yorkshire and Lincolnshire Region, Leeds:

For a considerable time now I have been dealing with your office on behalf of the various companies in the William Kenyon Group, requesting information to help us expand our exports.

Invariably, I have been received with courtesy, understanding and a profound willingness to help which convinces me that the Board of Trade is really living up to its name.

William Kenyon & Sons Ltd., Dukinfield, Cheshire.

ASIA AND FAR EAST

I have just returned from a business tour of Malaysia, Ceylon, India and Pakistan, and should like to express my appreciation of the help I received at the various Board of Trades offices which I contacted.

Before leaving the United Kingdom I advised each office through the Manchester branch of my intention to visit them, and asked them a number of specific questions relating to their markets and about the subjects of my visit, and I was impressed by the amount of effort which the Trade Commissioners had made to find answers for me on my arrival.

William Blythe & Co. Ltd., Church, Accrington

CASABLANCA

Thank you very much for your letter in which you very kindly set out a list of companies who might be interested in our plastics machinery.

We will be writing to these companies very shortly and we would once again like to thank you for your kind co-operation.

Baker Perkins (Exports) Ltd., London

IRAQ

Construction of Building for Ministry of Oil. May 16. E.S.B. 11588/64.

Electrical Sets for Ministry of Municipal and Rural Affairs. June 2. E.S.B. 10960/64.

Vehicle Spare Parts for Ministry of Defence. May 6. E.S.B. 9813/64.*

Iraqi Ports Administration:

Rope. May 7. E.S.B. 10961/64.

Teleprinters. May 7. E.S.B. 10963/64.

JORDAN

Chemical Plant for Arab Potash Plant. (Further Information.) E.S.B. 7138/63.

Transformers; Cable and Accessories for Jordanian Electric Power Co. Ltd. May 9. E.S.B. 11868/64.*

KUWAIT

Ministry of Electricity and Water:

Distribution Boards and Switch Fuses. May 17. E.S.B. 11366/64.*

Fluorescent Tube Fittings. May 13. E.S.B. 10943/64.*

MALAYSIA

Laboratory Equipment for Central Supplies Office. May 6. E.S.B. 11400/64.

Public Utilities Board:

Cable. May 5. E.S.B. 11879/64.

Cable. May 5. E.S.B. 11878/64.

MOROCCO

Pharmaceuticals for Pharmacie Centrale. May 13. Tender documents (in French) available. E.S.B. 11827/64.*

MOZAMBIQUE

Tyres and Tubes for Ports, Railways and Transport Department. May 6. E.S.B. 11873/64.

NETHERLANDS

Construction of a Bridge and Viaduct for Directorate of Waterways. May 12. E.S.B. 11835/64.

NEW ZEALAND

Pumps for Wanganui City Council. May 20. E.S.B. 11828/64.*

Textiles for Ministry of Works. May 22. E.S.B. 11826/64.*

NORTHERN RHODESIA

X-ray Films for Central Supply and Tender Board, Lusaka. May 15. E.S.B. 11388/64.*

PAKISTAN

Micro-wave Link for Directorate of Telegraph and Telephones. June 3. E.S.B. 11890/64.

Pakistan Western Railway:

Railway Rails. May 27. E.S.B. 11374/64.

Railway Track Maintenance Equipment. Tender documents now available. E.S.B. 10085/64.*

Steel. May 6. E.S.B. 11884/64.*

Welding Equipment. May 12. E.S.B. 11885/64.*

PHILIPPINES REPUBLIC

Structural Steel; Sluice Gates for National Waterworks and Sewerage Authority. June 16. Tender documents now available. E.S.B. 10073/64.

PORTUGUESE WEST AFRICA

Bolts and Nuts for Ports and Railways Department. May 8. E.S.B. 11303/64.

SAUDI ARABIA

Ministry of Agriculture:

Battery Charging Equipment; Pumps. May 6. E.S.B. 11354/64.

Office Desks. May 4. E.S.B. 11353/64.

SOUTH AFRICA

Electric Locomotives for South African Railways. July 3. E.S.B. 11807/'64

Pharmaceuticals and Drugs for Transvaal Provincial Tender Board. May 8. E.S.B. 11368/64.*

Cape Provincial Administration:

Counterpanes. May 12. E.S.B. 11808/64.*

Pyjamas. May 15. E.S.B. 11809/64.*

Children's Clothing. May 12. E.S.B. 11810/64.*

State Tender Board:

Jaw Crushers. May 6. E.S.B. 11577/64.*

Transformers. May 6. E.S.B. 11579/64.*

Vehicles. May 6. E.S.B. 11578/64.*

Workshop Equipment; Machine Tools. May 4. E.S.B. 11318/64.*

SOUTH VIETNAM

Paper-making Machinery for Société de Papeterie et de Produits Chimiques du Donnai. Closing date not known. E.S.B. 11823/64.*

Welding Electrode Manufacturing Plant for Dakim Welding Supply Co. Ltd. May 31. E.S.B. 11824/64.*

Central Purchasing Authority:

Electric Cables and Equipment. May 20. E.S.B. 11820/64.*

Photo-copying Equipment. May 6. E.S.B. 11301/64.*

SOUTHERN RHODESIA

Radio Crystals for Federal Tender Board. May 8. E.S.B. 11389/64.*

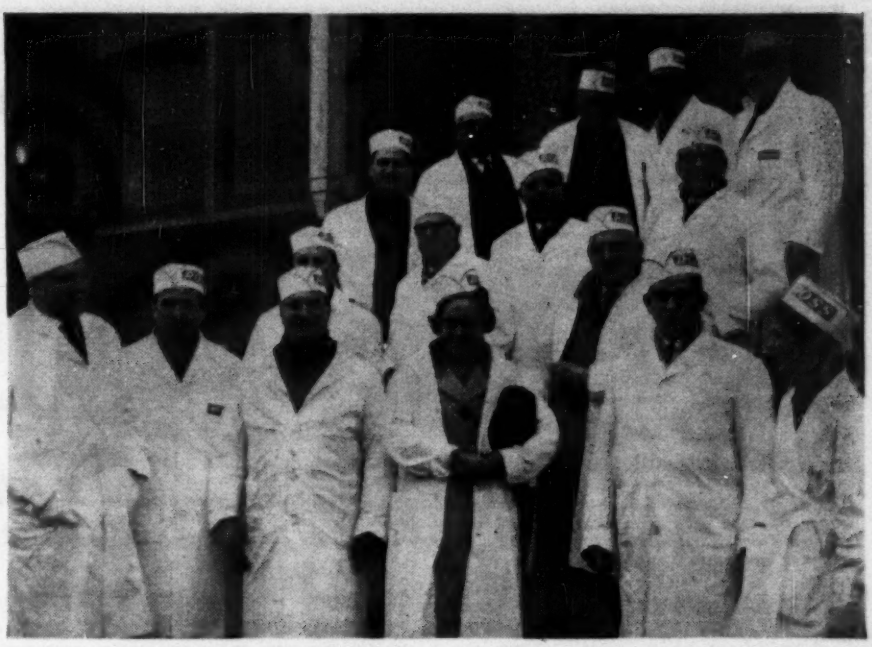
SPAIN

Television Development Project for Ministerio de la Telecommunicacion. June 8. E.S.B. 11815/64.

SUDAN

Construction of Cement Plant for Nile Cement Company Limited. June 1. E.S.B. 11596/64.

Inert Cells for Department of Posts and Telegraphs. May 20. E.S.B. 11594/64.*



Members from a civic delegation from Bremerhaven, during an official four-day visit to Grimsby recently visited a Ross Group factory as part of a tour of fishing and frozen food installations. The German party included the Oberburgermeister, Herr Bodo Selge (top, second right), his wife, seven aldermen and four councillors. The Mayor of Grimsby, Alderman C. J. Moody, is third from the right, bottom row.

Stores and Equipment Department:

Stationery Items. May 5. E.S.B. 11811/64.

Aluminium Utensils. May 5. E.S.B. 11812/64.

Pressure Stoves. May 7. E.S.B. 11813/64.

SYRIAN ARAB REPUBLIC

Housing Project for the Directorate-General of the Dwelling Institution. Closing date up to June 30. E.S.B. 10518/64.*

THAILAND

State Railways of Thailand:

Rail Spikes. June 16. E.S.B. 11583/64.

Spring Steel. May 19. E.S.B. 11584/64.

Directorate of Air Engineering:

Headwear. May 14. E.S.B. 11525/64.

Parachutes. May 21. E.S.B. 11526/64.

Thailand Tobacco Monopoly:

Aluminium Foil. May 12. Official Press Notice available. E.S.B. 11528/64.*

Bitumen Paper. May 4. E.S.B. 11586/64.*

Cellulose Strip. May 7. Official Press Notice available. E.S.B. 11527/64.*

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:

Fuses and Fuse Connectors. May 29. E.S.B. 11320/64.*

Fire Protection Scheme. June 5. E.S.B. 11521/64.*

TURKEY

Railway Track Materials for the State Railways Administration. May 13. E.S.B. 11351/64.*

Technical Assistance in Hand Tool Production for Makina ve Kimya Endustrisi Kurumu. June 15. E.S.B. 11398/64.*

Turkish Maritime Bank:

Marine Diesel Engines; Generator Sets; Pumping Sets. May 5. E.S.B. 11806/64.*

Steel Angles and Flats. May 4. E.S.B. 11805/64.*

Ships' Compasses. May 6. E.S.B. 11804/64.*

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Abu Dhabi

Agency inquiry for photographic equipment. (E.S.B. 11455/64.)

Inquiry for auto spares; domestic equipment; jewellery; office furniture; sanitary ware; tyres. (E.S.B. 11198/64.)

Inquiry for agricultural pumping sets; vehicle spare parts; radios; stationery; watches; woollen cloth; mohair cloth. (E.S.B. 11273/64.)

All Countries

Successful bidders for overseas contracts. (E.S.B. 76/64.)

Australia

Agency inquiry for electronic potentiometer. (E.S.B. 11952/64.)

Inquiry for textiles. (E.S.B. 11097/64.)

Inquiry for catering equipment. (E.S.B. 10669/64.)

Inquiry for chemical products. (E.S.B. 10605/64.)

Manufacture under licence – machinery and plant. (E.S.B. 11233/64.)

Manufacture under licence – hydraulic equipment and machinery. (E.S.B. 11064/64.)

Austria

Agency inquiry for radio and television sets. (E.S.B. 9676/64.)

Bahamas

Agency inquiry for electrical equipment; diesel generating sets; pole line materials. (E.S.B. 11429/64.)

(Continued on next page)

Hauled by a Scammell tractor unit, this Crane 45/60-ton low-loading cranked-frame semi-trailer is being used by B.R.S. (Pickfords) Ltd. to transport a Ruston diesel locomotive to London Docks for shipment to Portugal. The picture shows the outfit passing through Lincoln, with the Cathedral as a background.

Barbados
Inquiry for piece-goods. (E.S.B. 11240/64.)

Belgium
Inquiry for foodstuffs; confectionery. (E.S.B. 10769/64.)

Bermuda
Inquiry for food vending machines. (E.S.B. 11451/64.)

British Honduras
Inquiry for trailers. (E.S.B. 11433/64.)

Bulgaria/Norway
Trade Agreement. (C.R.E. 10057/G.)

Canada
Agency inquiry for hardware; paint manufacturing materials and equipment; sporting goods. (E.S.B. 11163/64.)
Agency inquiry for haberdashery. (E.S.B. 11255/64.)
Agency inquiry for textiles; travel goods; toiletries; jewellery; footwear (E.S.B. 8766/64.)
Agency inquiry for haberdashery; hosiery; knitwear; linen. (E.S.B. 11234/64.)
Agency inquiry for vacuum cleaners. (E.S.B. 11755/64.)
Inquiry for meat processing and packaging equipment. (E.S.B. 11178/64.)
Inquiry for glass-making machinery; materials handling equipment; soda ash. (E.S.B. 11207/64.)
Inquiry for cosmetics; toiletries. (E.S.B. 11208/64.)
Inquiry for dressmaking forms; sewing machine needles. (E.S.B. 11411/64.)
Inquiry for brass plaques; convex mirrors; plastics toys. (E.S.B. 11058/64.)
Inquiry for men's wear and accessories. (E.S.B. 11415/64.)
Marke: report on components for domestic radio, television and record changers. (E.S.B. 9107/64.)

Colombia
Inquiry for vehicle spares and accessories. (E.S.B. 11212/64.)

Egypt
Inquiry for machinery and plant; laboratory equipment. (E.S.B. 11279/64.)
Inquiry for cosmetics; domestic appliances; textiles. (E.S.B. 10749/64.)

France
Agency inquiry for household electrical goods; tools. (E.S.B. 2535/64.)
Agency inquiry for cotton textiles; woollen fabrics. (E.S.B. 7926/64.)
Agency inquiry for women's sports clothing. (E.S.B. 11250/64.)
Agency inquiry for beer. (E.S.B. 11158/64.)
Agency inquiry for costumes; skirts. (E.S.B. 11601/64.)
Agency inquiry for floor tiles; mosaics. (E.S.B. 11738/64.)
Agency inquiry for women's sports and swimwear. (E.S.B. 11497/64.)
Agency inquiry for raincoats. (E.S.B. 11744/64.)
Agency inquiry for plastics toys. (E.S.B. 11485/64.)
Agency inquiry for mechanical handling equipment (E.S.B. 11252/64.)
Agency inquiry for dresses; sportswear. (E.S.B. 11776/64.)
Manufacture under licence – plastics cabin cruisers. (E.S.B. 10793/64.)

France/Finland
Trade Agreement. (C.R.E. 7614/2/G.)

Germany, Federal Republic of
Inquiry for yacht and boat fittings. (E.S.B. 11211/64.)
Inquiry for marmalades; biscuits; cheeses; confectionery. (E.S.B. 9939/64.)
Inquiry for record players. (E.S.B. 8137/64.)
Inquiry for household linen; mattresses. (E.S.B. 10880/64.)
Inquiry for electro-technical equipment. (E.S.B. 11193/64.)
Inquiry for leather goods. (E.S.B. 11263/64.)
Inquiry for hi-fi equipment. (E.S.B. 8138/64.)
Inquiry for weighing machine. (E.S.B. 11962/64.)
Inquiry for radios. (E.S.B. 10488/64.)
Import opportunity – store cattle. (C.R.E. 158/62.)

Ghana
Inquiry for ferrous metals. (E.S.B. 11740/64.)

Honduras, Republic of
Inquiry for laundry equipment. (E.S.B. 11088/64.)

India
Collaboration – furnaces; rolling mills; forging presses and ancillary equipment. (E.S.B. 32488/63.)

Iraq
Agency inquiry for automotive supplies; garage equipment. (E.S.B. 10883/64.)

Irish Republic
Agency inquiry for pneumatic tools. (E.S.B. 11047/64.)

Israel
Agency inquiry for steel sheets. (E.S.B. 11293/64.)
Agency inquiry for plastics-working machinery. (E.S.B. 1107/64.)
Agency inquiry for metals; metal-working machinery. (E.S.B. 11294/64.)

Italy
Agency inquiry for hosiery; knitwear; woollen piece goods. (E.S.B. 10681/64.)
Agency inquiry for agricultural machinery and equipment. (E.S.B. 11720/64.)

Jamaica
Agency inquiry for building materials; hardware; caustic soda; paint brushes. (E.S.B. 11456/64.)

Kenya
Inquiry for M.S. wire rods. (E.S.B. 11745/64.)

Lebanon
Agency inquiry for knitting wool. (E.S.B. 11623/64.)
Agency inquiry for car roof racks; batteries. (E.S.B. 11041/64.)
Agency inquiry for clothing; haberdashery; men's wear accessories; textiles. (E.S.B. 7772/64.)
Inquiry for machinery and materials for new industries. (E.S.B. 1406/64.)
Inquiry for corn oil; soap; textiles; plastics floor tiles. (E.S.B. 13556/63.)

Malaysia
Agency inquiry for bakery equipment and machines; laundry machinery. (E.S.B. 11435/64.)
Agency inquiry for gift sets; toiletries; piece goods. (E.S.B. 11206/64.)
Inquiry for piece-goods; clothing. (E.S.B. 12036/64.)
Inquiry in respect of hotel projects. (E.S.B. 7414/64.)

Netherlands
Agency inquiry for centrifuges; ultrasonic apparatus. (E.S.B. 11220/64.)
Inquiry for garden equipment; hardware; hand tools; household goods. (E.S.B. 11671/64.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Norway
Agency inquiry for jersey materials. (E.S.B. 11260/64.)

Norway/East Germany
Trade Agreement. (C.R.E. 7127/G.)

Philippines Republic
Agency inquiry for vitamin preparations. (E.S.B. 11917/64.)
Inquiry for automotive spare parts. (E.S.B. 11625/64.)
Inquiry for steel anvils. (E.S.B. 11622/64.)
Inquiry for foam rubber-making equipment. (E.S.B. 10422/64.)

Poland
Inquiry for decorating press for ceramic products. (E.S.B. 11045/64.)

Portugal
Agency inquiry for diesel engines; ship-building materials; marine equipment. (E.S.B. 11169/64.)

Portuguese West Africa
Miscellaneous agencies. (E.S.B. 11256/64.)

Saudi Arabia
Inquiry for metal toys. (E.S.B. 11688/64.)

South Africa
Agency inquiry for alternators; engines; fuel injection equipment; transmissions. (E.S.B. 11635/64.)

Sudan
Inquiry for miscellaneous items. (E.S.B. 9736/64.)

Switzerland
Agency inquiry for foodstuffs; spices. (E.S.B. 11428/64.)
Agency inquiry for electric motors; plastics articles; radiators. (E.S.B. 11658/64.)
Agency inquiry for rubber V belts. (E.S.B. 11170/64.)
Agency inquiry for electric household appliances; tape recorders. (E.S.B. 11942/64.)
Agency inquiry for chemicals; industrial raw materials. (E.S.B. 12055/64.)
Inquiry for foodstuffs; confectionery; whisky. (E.S.B. 39429/63.)
Inquiry for knitwear. (E.S.B. 11725/64.)

Syrian Arab Repupblic
Inquiry for leather wallets. (E.S.B. 10882/64.)

Trinidad
Agency inquiry for men's shoes. (E.S.B. 11778/64.)

Turkey
Inquiry for generating equipment. (E.S.B. 11225/64.)

United States of America
Agency inquiry for cutters; hobs. (E.S.B. 11481/64.)
Agency inquiry for grease guns. (E.S.B. 2187/64.)
Inquiry for electrical connectors. (E.S.B. 11602/64.)
Inquiry for steel strip. (E.S.B. 11115/64.)
Inquiry for clothing; costume jewellery. (E.S.B. 32576/63.)
Inquiry for pumps. (E.S.B. 11065/64.)
Inquiry for silverplated hollow ware. (E.S.B. 10722/64.)
Inquiry for blue print paper; machine tools. (E.S.B. 11238/64.)
Inquiry for pigments. (E.S.B. 10738/64.)
Inquiry for builder's and plumber's hardware; tools. (E.S.B. 11274/64.)
Joint venture – foundation garments (further information.) (E.S.B. 10137/64.)
Manufacture under licence – fire extinguishers. (E.S.B. 10885/64.)
Manufacture under licence – prefabricated houses. (E.S.B. 11230/64.)
Manufacture under licence – medical equipment. (E.S.B. 11094/64.)

Venezuela
Inquiry for chemicals; textile machinery. (E.S.B. 11295/64.)

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Export tours of UK businessmen

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas Officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advanced details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Three month trip to study export markets

Mr. F. R. Stanley, managing director of Martindale Electric Co. Ltd., Wembley, Middlesex, flew to Montreal on March 23 at the start of a three month world business tour. Mr. Stanley will visit parts of Canada and the United States before travelling on to Japan and Hong Kong where he will call on customers of Martindale, examine the possibilities of opening up British markets and study competitive lines.

Mr. Stanley hopes to open up new markets for Martindale products in Singapore and other parts of Malaysia, and he will return to Britain in mid-June via Calcutta, Karachi, Beirut and Istanbul.

Chairman's Caribbean visit

Mr. Philip D. Priestman, chairman of Priestman Bros. Ltd., Hull, is currently visiting British Guiana, Barbados, Trinidad and Jamaica. After attending a Congress of the Federation of Commonwealth Chambers of Commerce, Mr. Priestman will visit agents and will discuss prospects for his company's products, i.e. excavators, cranes, grabs and dredgers, and other constructional equipment. Mr. Priestman will leave for the United Kingdom on May 15.

Marketing consultant visits Middle East

Mr. P. E. M. Warden, managing director of Export Engineering Services Ltd., left London on an extended tour of the Middle East on April 22. The object of this tour is to visit agents and principal customers of a group of manufacturers of electrical and allied machinery who retain Export Engineering Services Ltd. as representatives and export marketing consultants. Mr. Warden will visit Turkey, Lebanon, Syria, Jordan, Iraq, Iran, the Persian Gulf, Saudi Arabia, Egypt, Libya and Malta.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5.30, *Mondays to Fridays. Tel. City* 5757, *Ext.* 368, *or Telex No.* 25977.

Electrical appliances for Middle East

Mr. Leonard L. Millar, Morphy-Richards (Cray) Overseas zone manager for the Middle and Far East, left London on April 23, for a three-week tour of the Middle East. Mr. Millar plans to meet agents in Beirut, Baghdad, Tehran, Kuwait, Bahrein, Aden and Malta. He will be looking at potential markets and at ways of increasing sales of the Morphy-Richards (Cray) range of small domestic appliances. Sales in the Middle East have increased by almost 25 per cent over the past year and are still continuing to grow.

Four months South American tour

Mr. L. Shipman, director of Leship Trading Co. Ltd., London, is leaving the United Kingdom in May for an extended tour of South America. He plans to return to London on September 1. Mr. Shipman's tour is being undertaken in conjunction with manufacturers whom Leship Trading Company have been representing in Latin America for many years, chiefly in the fields of power plant, construction machinery and mechanical handling equipment.

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of this issue of the* Board of Trade Journal.

Paint manufacturer's Middle East trip

Mr. J. Crossley Eccles, director of T. and R. Williamson Ltd., Ripon, Yorks, left the United Kingdom on April 4 for a sales tour of Libya, Jordan, Lebanon, Iraq, Iran, Kuwait and Bahrein. T. and R. Williamson are manufacturers of top quality paints and varnishes for decoration and coach finishes.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 *Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from* 9.30 *a.m. to* 5.30 *p.m. Monday to Friday.*

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organisers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicise such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal. (*Today's issue*).

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

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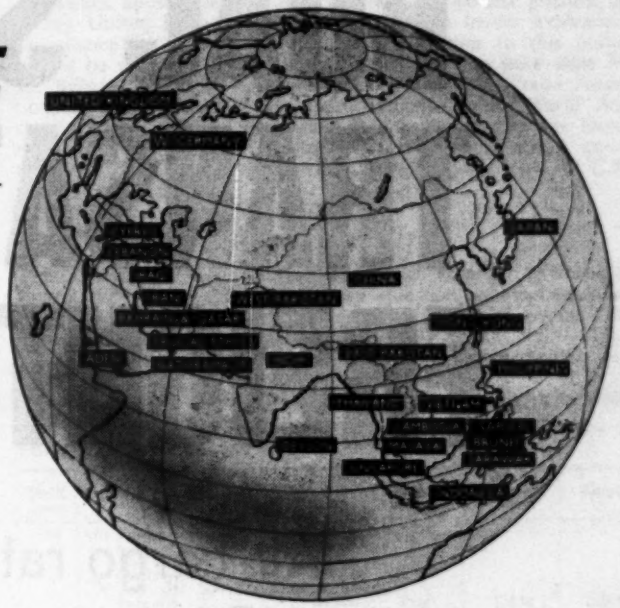

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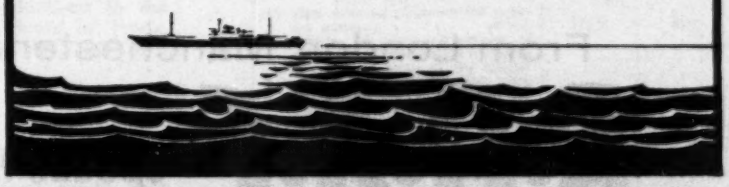

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Tariff changes

CHANGES HAVE BEEN MADE in the Australian Tariff affecting the rates of duty payable on certain phosphorus and derivatives.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Reference to the Special Advisory Authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **domestic glassware** (Tariff Items 250(C)(2), (E) and (F)).

Details of the Tariff Items under which the above-mentioned goods are dutiable are given under the heading 'Tariff Board Inquiry' in this issue.

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318 or 2319), quoting reference No. CRE 1697/64.

Tariff Board inquiry

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether (1) **Terpolymer of butyl acrylate, vinyl acetate and acrylic acid** (Tariff Item 368(C)(1)(b)); (2) **Phosphoric acid** (Tariff Item 265); (3) **Trisodium phosphate dodecahydrate** (Tariff Item 280(J)(2)(b)) should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961. Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* on November 30, 1962 (pages 1132/1133).

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 13.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. (1) C.R.E. 4516/64, (2) C.R.E. 4517/64, (3) C.R.E. 4518/64.

Further tariff board inquiry

THE AUSTRALIAN MINISTER for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **domestic glassware** (Tariff Items 250(A), (B), (C)(1), (C)(2), (E) and (F), 340(C) and 413(A)).

This reference has been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
250	(A) Bottles, flasks, jars, vials and tubes, n.e.i., of glass, earthenware, stoneware or china, empty or containing goods not subject to an *ad valorem* duty and not classifiable under Item 408 . . . *ad val.*	Free	12½%	27½%
	(B) Articles of cut glass, including bottles, decanters, flasks and jars of cut glass, empty or containing goods not subject to an *ad valorem* duty and lamps and lampware of cut glass, but not including articles of etched or engraved glass, viz.:			
	(1) Butter knives; cruet sets; cruet trays; jam spoons; mustards; oil bottles, the capacity of which does not exceed 4 fluid ounces; pepper shakers; salt shakers; serviette rings; sugar shakers; vinegar decanters, the capacity of which does not which does not exceed 4 fluid ounces . . . *ad val.*	Free	7½%	30%
	(2) Other . . . *ad val.*	12½%	22½%	67½%
	For the purposes of sub-item (B) the term 'cut glass' is defined as covering glassware in which any of the cut patterns or designs have been subjected to any process designed to produce a polished finish.			
	(C) (1) Blown glass blanks, uncut and unpolished:			
	(a) For use in the manufacture of cut glassware enumerated in Item 250 (B) (1), as prescribed by Departmental By-laws . per dozen pieces or *ad val.* whichever rate returns the higher duty.	Free	7½%	1s. 30%
	(b) For use in the manufacture of other articles of cut glassware as prescribed by Departmental By-laws per dozen pieces or *ad val.* whichever rate returns the higher duty.	5%	17½%	1s. 35%
	(2) Glassware, n.e.i. per dozen pieces or *ad val.* whichever rate returns the higher duty.	5%	35%	1s. 45%
	(E) Heat resisting glassware for cooking purposes . . *ad val.*	12½%	40%	45%
	(F) Articles of glass and articles of etched or engraved glass including any two or more of the articles enumerated in this sub-item when imported in combination with one another (but not including articles covered by sub-item (B) or (E) or item 246), viz.: dishes, tumblers, salads, bowls, other than lighting-ware, nappies, jugs, candlesticks, butters, battery jars or cells, vases, trays, comports, flowerblocks, mugs, sundaes, goblets, measures, including medicine measures *ad val.*	5%	30%	45%
	or per dozen pieces whichever rate returns the higher duty.	..	10d.	11d.

(*Continued on next page*)

AUSTRALIA (continued)

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
340	(C) Manufactured stationery, n.e.i. (i.e., other than of paper or paper board); fittings for looseleaf binders, for files or for stationery books; letter slips; paper clips; indexing tabs (other than of paper or paperboard) . *ad val.*	17½%	40% Primage duty	45%
		Exempt	5%	10%
413	(A) Cigar and cigarette tubes, holders and cases, tobacco and snuff boxes, n.e.i., and accessories; smoking requisites, including cases, tobacco pouches, smokers' sets, match stands, ash trays, smokers' lamps, cigar stands, and lighters *ad val.*	20%	35%	47½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 12.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 4506/64.

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL:		
Lamps, filament, of types covered by Tariff Item 181 (D) (1) (a), parts for, viz.:		
Caps.		
Filaments.		
Flanges, glass, being short length of flanged tubing which, when fused, hold the internal assemblies of incandescent filament lamps		
Rods, glass.		
Supports, wire.		
Wires, lead-in.		
Valves and tubes, electronic, otherwise classifiable under Tariff Item 181 (J) (1) or 181 (J) (b) and parts therefor, viz.:		
(c) Parts (other than bases or base pins and parts therefor), viz.:		
Anodes or plates, including beam forming anodes or plates.		
Cathodes, plain or coated.		
Collars, radiating.		
Connectors, heater.		
Fin plates.		
Getter assemblies and parts therefor.		
Getter supports.		
Glass faces, necks and cones, not assembled one to the other, for cathode ray tubes covered by Tariff Item 181 (J) (1) (a) .		
Glass envelopes for valves and tubes covered by Tariff Item 181 (J) (6).		
Glass feet.		
Heaters and heater spacers.		
Leads, welds and spuds.		
Micas, Mica spacers or spacing, plain or sprayed.		
Mica eyelets.		
Rods, cut, molybdenum.		
Shields, top or bottom.		
Stems.		
Straps.		
Wire, molybdenum or tungsten, or alloys predominantly molybdenum or tungsten, plain coated or plated.		
Wire, coated heater.		
Other parts:	449 (A) (1)	Free
For transmitting valves.		
For mercury vapour thermionic valves.		
For valves covered by clause (b).		
METALS:		
Steel:		
Angles, otherwise classifiable under Tariff Item 136 (C) (1), viz.:		
6 in. by 3½ in.		
6 in. by 4 in.		
Beams or joists, otherwise classifiable under Tariff Item 155 (A), viz.:		
6 in. by 3 in. 9 in. by 4 in.		
7 in. by 3½ in. 10 in. by 4½ in.		
8 in. by 4 in. 12 in. by 5 in.		
Channels, otherwise classifiable under Tariff Item 155 (A), viz.:		
6 in. by 3 in. 9 in. by 3 in.		
7 in. by 3 in. 10 in. by 3½ in.		
8 in. by 3 in. 12 in. by 3½ in.		
Plates and sheets, otherwise classifiable under Tariff Item 136 (D), viz.:		
Exceeding 0·125 inch in thickness provided in the 'as rolled' condition; or		
Exceeding 0·180 inch in thickness.		
Provided the goods are entered for home consumption on or before June 30, 1964.		
PIPES AND TUBES (metal):		
Steel, stainless containing more than 1·5% of silicon.		
TIMBER:		
Weatherboards, 6 inches and over in width, otherwise classifiable under Item 291 (L) (3) .	291 (L) (1)	Free
NOTE: The size '6 inches and over in width' refers to actual measurement and not nominal measurement.		

Cancelled by-laws

THE FOLLOWING goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
RAW COTTON LINTERS, as follows:		
For use in the manufacture of felt, under security		
For use in the manufacture of surgical dressings, under security		
Otherwise classifiable under Tariff Item 464 (A) (2) (a) (2) in quantities, types and qualities and subject to compliance with conditions approved by the Minister.	464 (A) (2) (a) (2)	½d. per lb. Primage duty 5% *ad val.*

NOTE: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Parts orders

THE REVISED Parts Order No. 1 published in the *Board of Trade Journal* of October 6, 1961 (page 753) is amended as follows:

Parts Order No. 54

1. This order may be cited as Parts Order No. 54.
2. This order shall take effect from April 2, 1964.
3. Parts Order No. 1 is further amended by adding to the definition of excluded parts in paragraph 3 (1), the following reference:

(12) Reels or spools of artificial plastic material by types ordinarily used with tape recorders covered by Tariff Item 319 (B) (3), dictating machines covered by Tariff Item 319 (B) (2) or cinematographs covered by Tariff Item 320 (A) or Tariff Item 320 (B), not being original equipment for such apparatus.

(*Continued on page 922*)

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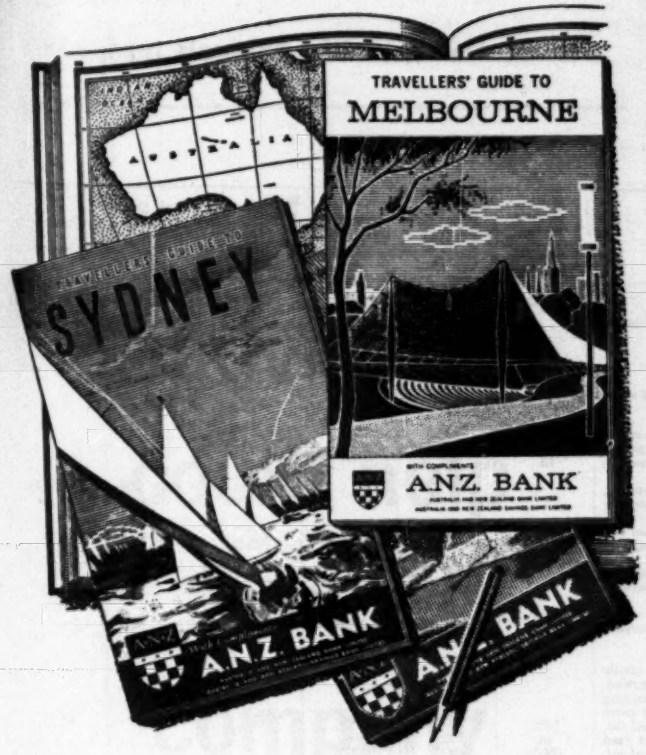

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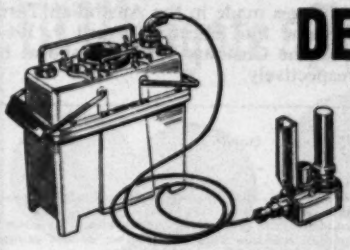

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AUSTRALIA continued

Details of tariff changes

DETAILS ARE GIVEN below of changes made in the Australian Tariff by Customs Proposals which came into effect on April 9, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
368	Artificial Resins and Plastic materials:						
	(A) Polymerization and copolymerization products of the vinyl and vinylidene types:						
	(2) Flexible sheets, strip film, roll film and foil, whether or not printed, polished, embossed or otherwise surface worked, but not including: Goods covered by Item 118 (C) or Item 255 (B) (1); Material which has been further worked (e.g., edges hemmed, holes punched); Expanded material; Material supported by or laminated with or containing textile fabric (including glass fibre fabric); Coated textile fabrics:						
	[(b) Of vinyl chloride polymers and copolymers, not adhesive coated *ad val.*	32½%	50%	55%			
	and, in addition, temporary duties as follows per lb.	9d.	9d.	9d.			
	And, for each 1d. or part thereof by which the f.o.b. price is less than 36d. per lb.	1d.	1d.	1d.			
	Provided that, in respect of such goods in direct transit to Australia on June 18, 1962, which are entered for home consumption on arrival, additional temporary duties shall not be payable.				32½% (Under new	50% item 368	55% (A) (2) (b)
	(c) Other] *ad val.*	32½%	50%	55%			
	(b) *Other* *ad val.*	As under former item 368 and (c) above		(A) (2) (b)	32½%	50%	55%
	(3) Plates, sheets and strips not covered by paragraph (2) and tubes, rods, sticks and other profile shapes, whether or not printed, polished, embossed or otherwise surface worked, but not including: Goods covered by Item 118 (C) or Item 255 (B) (1); Material which has been further worked (e.g., drilled, milled, contour worked, edges bevelled, fittings attached); Coated textile fabrics:						
	[(d) Plates, sheets and strips supported by or laminated with or containing textile fabric, whether or not printed, polished, embossed or otherwise surface worked, of vinyl chloride polymers and copolymers, having a value for duty not exceeding 7s. per square yard, not having corrugated castellated, sawtoothed or like cross sections *ad val.*	25%	40%	45%	25%	40%	45%
	and, in addition, a temporary duty of per square yard	7s.	7s.	7s.			
	less ad val.	100%	100%	100%			
	Provided that, in respect of such goods in direct transit to Australia on June 18, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.				(Under new	Item 368	(A) (3) (d))
	(e) Other] *ad val.*	25%	40%	45%			
	(d) *Other* *ad val.*	As under former item 368 and (e) above		(A) (3) (d)	25%	40%	45%
	(4) Articles made therefrom [not covered by paragraph (5)]						
	(a) Curtains *ad val.*	12½%	32½%	32½%		No change	
	ad val.	5%	Primage duty 10%	10%	(Under new	item 368 (A)	(4) (f) (2))
	(b) Tablecloths, table covers, table centres and the like:						
	(1) Textile supported *ad val.*	17½%	35%	40%		No change	
	ad val.	5%	Primage duty 10%	10%	(Under new	Item 368 (A)	(4) (a) (2))
	(2) Other] *ad val.*	30%	47½%	55%	No change (Under new	item 368 (A)	(4) (b) (2))
	(c) Seat covers for vehicles *ad val.*	27½%	37½%	37½%			
	(d) Bags, n.e.i. (i.e., containers) *ad val.*	12½%	30%	30%			
		5%	Primage duty 10%	10%			
	(e) Hose, fitted *ad val.*	22½%	45%	45%		No change	
		5%	Primage duty 10%	10%			
	[(f) N.E.I.] *ad val.*	30%	47½%	55%		No change	
					(Under new	Item 368 (A)	(4) (g))
	(*a*) *Tablecloths table covers, table centres and the like, textile supported*:						
	(1) *Of vinyl chloride polymers and copolymers* *ad val.*	As under former item 368		(A) (5) (b) (1)	22½%	45%	50%
	(2) *Other* *ad val.*	No change			17½%	35%	40%
	ad val.	(Under former Item 368		(A) (4) (b) (1)	5%	Primage duty 10%	10%
	(*b*) *Tablecloths, table covers, table centres and the like, not textile supported*:						
	(1) *Of vinyl chloride polymers and copolymers* *ad val.*	As under former item 368		(A) (5) (b) (2))	32½%	50%	60%
	(2) *Other* *ad val.*	No change			30%	47½%	55%
		(Under former Item 368		(a) (4) (b) (2))			
	(*f*) *Curtains*:						
	(1) *Of vinyl chloride polymers and copolymers* *ad val.*	As under 368 (A) (5)		(a) below	32½%	50%	60%
	(2) *Other* *ad val.*	No change			12½%	32½%	32½%
	ad val.	(Under former Item 368		(A) (4) (a))	5%	Primage duty 10%	10%
	(g) *N.E.I.* *ad val.*	No change			30%	47½%	55%
		(Under former item 368		(A) (4) (f))			
	[(5) Articles made from vinyl chloride polymers and copolymers, viz.:						
	(a) Curtains *ad val.*	12½%	32½%	32½%	32½%	50%	60%
	and, in addition, a temporary duty of per square yard	1s.	1s.	1s.	(Under new	item 368 (A)	(4) (f) (1))
	Provided that, in respect of such goods in direct transit to Australia on June 18, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.	5%	Primage duty 10%	10%			
	(b) Tablecloths and table covers:						
	(1) Textile supported, having a value for duty not exceeding 7s. per square yard *ad val.*	17½%	35%	40%	22½%	45%	50%
	and, in addition, a temporary duty of per square yard	7s.	7s.	7s.	(Under new	item 368 (A)	(4) (a) (1))
	less ad val.	100%	100%	100%			
	Provided that, in respect of such goods in direct transit to Australia on June 18, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.	5%	Primage duty 10%	10%			
	(2) Not textile supported *ad val.*	30%	47½%	55%	32½%	50%	60%
	and, in addition, a temporary duty of per square yard	1s.	1s.	1s.	(Under new	item 368 (A)	(4) (b) (1))
	Provided that, in respect of such goods in direct transit to Australia on June 18, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.]						

(*Continued on page* 925)

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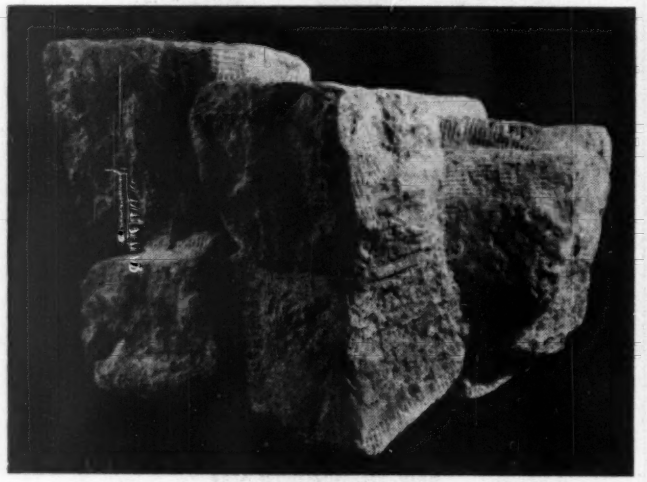

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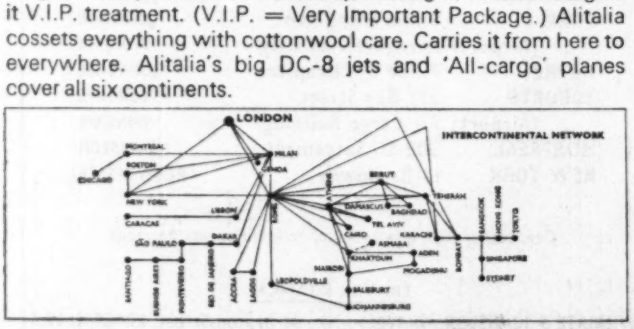

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British Chambers of Commerce Overseas

(Telegraphic Addresses follow in italic)

ARGENTINE – British Chamber of Commerce in the Argentine Republic, Bartolome Mitre 441, Buenos Aires. *'Cambrit', Baires.*
BELGIUM AND LUXEMBOURG – British Chamber of Commerce for Belgium and Luxembourg, 204 Rue Royale, Brussels. *Brichacom.*
BRAZIL – British Chamber of Commerce in Brazil (Inc.), Rua da Conceicao 105, 22nd Floor, Groups 2201-2203, Rio de Janeiro, Caixa Postal 56, Rio de Janeiro. *Chambrit, Rio de Janeiro.*
British and Commonwealth Chamber of Commerce in Sao Paulo. Rua Barao de Itapetininga 275-7, Sao Paulo, Caixa Postal 1621, Sao Paulo. *Britchamb Sao Paulo.*
CHILE – British Chamber of Commerce in the Republic of Chile (Inc.), Bandera 227-4, Piso-Of. 11/12, Casilla 536, Santiago. *Chambrit, Santiago.*
EGYPT – British Chamber of Commerce of Egypt (evacuated), 16 Catherine Place, London, S.W.1.
FRANCE – British Chamber of Commerce, France (Incd) 6, rue Halevy (Place de l'Opera), (Paris 9e) *Britomerce.*
Marseilles Regional Council of the British Chamber of Commerce, 2 rue Beauvau, Marseilles (1er) B.du R).
Bordeaux Regional Council of the British Chamber of Commerce, 25 Cours du Marechal Foch, Bordeaux.
GERMANY – British Trade Council, The Secretariat, c/o Commercial Department, British Embassy, Bonn.
INDONESIA – British Chamber of Commerce in Indonesia, Kali Besar Barat 1 (Second Floor), P.O. Box 543, Djakarta-Kota.
IRAQ – British Commercial Society in Baghdad, P.O. Box 43, Baghdad.
ISRAEL – Anglo-Israel Chamber of Commerce (Israel), 82 Allenby Road, Tel-Aviv. P.O. Box 1127, Tel-Aviv.
ITALY – British Chamber of Commerce for Italy, 1/3 Via Tarchetti, Milan. *Britaly, Milan.*
JAPAN – British Chamber of Commerce, c/o Price Waterhouse & Co., Naka 9th Building, 14 Marunouchi, 2-Chome, Chiyoda-ku, Tokyo. P.O. Box 797, Central, Tokyo.
MEXICO – British Chamber of Commerce in Mexico, Plaza de la Republica 43-303, Mexico 1, D.F.
MOROCCO – British Chamber of Commerce for Morocco, Place du 16 Novembre, Casablanca. *Britcommer.*
NETHERLANDS – Anglo-Dutch Trade Council, 45 Raamweg, The Hague.
PORTUGAL – British Chamber of Commerce in Portugal, Rua Victor Cordon 4, Lisbon, 2.
Madeira – British Chamber of Commerce Inc., 13 Rua 5 de Janho, Funchal.
SPAIN – British Chamber of Commerce for Spain, Marques de Valdeiglesias 3, Madrid, 14 *and* Paseo de Gracia 11, Barcelona, 7. *Britcom.*
Canary Islands – British Chamber of Commerce Inc., P.O. Box 72, Las Palmas.
SWEDEN – British-Swedish Chamber of Commerce in Sweden, Hovslagargaten 5b, Stockholm C.
SWITZERLAND – British Swiss Chamber of Commerce, 1 St. Peter Strasse, Zurich, 1, *and* 1 Galeries Benjamin Constant, Lausanne. *Britannica.*
THAILAND – British Chamber of Commerce, 1041/1 Silom Road, Bangkok.
TUNIS – British Chamber of Commerce, 7 Place de la Victoire, Tunis.
TURKEY – British Chamber of Commerce of Turkey, Buldanlioglu Han, Necati Bey Caddesi No. 246, Galata, Istanbul. P.O. Box 190, Galata, Istanbul. *Brichamcom, Istanbul.*
UNITED STATES – British-American Chamber of Commerce, 355 Lexington Avenue, New York, 17, N.Y. *Briemcha, New York.*
British-American Chamber of Commerce of the Pacific Southwest, 643 South Flower Street, Los Angeles, 13, California.
British-American Chamber of Commerce of the Midwest, Suite 935, 209 South La Salle Street, Chicago 3, Illinois.
British-American Chamber of Commerce, 310 Sansome Street, San Francisco, 4, California.
URUGUAY – British Chamber of Commerce, Calle Cerrito 420, P. 6 Esc. 605, Montevideo. *Britchamb, Montevideo.*

Further information about these Chambers of Commerce can be obtained from the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4. (Telephone: City 7211).

Principal Commonwealth Chambers of Commerce

AUSTRALIA – Associated Chambers of Commerce of Australia, 79 London Circuit, City, Canberra, A.C.T. *Asbercom, Canberra.*
CANADA – Canadian Chamber of Commerce Inc., Room 530, Board of Trade Building, Montreal, 1. *Canchamber.*
CEYLON – Ceylon Chamber of Commerce Inc., Chamber of Commerce Building, P.O. Box 274, Colombo. *Chamber.*
CYPRUS – Cyprus Chamber of Commerce and Industry, Astir Building, Ariadnis Street 23a P.O. Box 55, Nicosia. *Chamber.*
EAST AFRICA – Association of Chambers of Commerce and Industry of Eastern Africa, P.O. Box 470, Nairobi. *Aschamcom.*
FEDERATION OF MALAYA – The Federated Malay States Chamber of Commerce, P.O. Box 192, Hong Kong and Shanghai Bank Building, Kuala Lumpur. *Commerce.*
FEDERATION OF RHODESIA AND NYASALAND – Associated Chambers of Commerce of Rhodesia and Nyasaland, York House, Angwa Street, Salisbury, S. Rhodesia, P.O. Box 1934. *Resolve.*
GHANA – Ghana National Chamber of Commerce, P.O. Box 2325, Accra.
INDIA – Associated Chambers of Commerce of India, Royal Exchange, Calcutta, 1. *Assocham.*
NEW ZEALAND – Associated Chambers of Commerce of New Zealand, Dumbarton Building, 185 Willis Street, Wellington. *Vigilance.*
NIGERIA – Association of Chambers of Commerce in Nigeria, 35/37 Martins Street, P.O. Box 109, Lagos. *Commerce, Lagos.*
PAKISTAN – Karachi Chamber of Commerce and Industry, Chamber of Commerce Building, Wood Street, Box No. 4833, Karachi, 2. *Assochap.*
SIERRA LEONE – Chamber of Commerce of Sierra Leone, P.O. Box 502, Freetown.
WEST INDIES – Incorporated Chambers of Commerce of the British Caribbean, c/o Barbados Chamber of Commerce, Barbados.

Further information about the Chamber of Commerce movement in the Commonwealth can be obtained from Federation of Commonwealth and British Chambers of Commerce, 69 Cannon Street, London, E.C.4. (Telephone: City 4444, Ext. 118).

British Business Organizations Overseas

AUSTRALIA – Australia/British Trade Association, 578 Bourke Street, Melbourne, C.1. *Ausbritman, Melbourne.*
CANADA – British Trade Centre, 100 University Avenue, Toronto. *Britcan, Toronto.*
British Trade Centre, Arrowhead Building, 2100 Drummond Street, Montreal. *Cabmanan.*
NEW ZEALAND – United Kingdom Manufacturers' and New Zealand Representatives' Association (U.K.M.A.N.Z.R.A.), 310 D.L. Building, Customhouse Quay, Wellington, C.1. *Transtrade.*
PERU – Peruvian-British Trade Centre, Camana 993, Fourth Floor, Lima.
SOUTH AFRICA – British Manufacturers' and Representatives' Association, 701/703 Southern House, corner Fox and Rissik Streets, P.O. Box 3264, Johannesburg. *Union.*
VENEZUELA – Anglo-Venezuelan Trade Association, and the British Trade Promotion Centre, Apartado Del Este 5713, Edificio Sokoa, Oficina 7, Plaza Chacaito, Caracas. *Britrade, Caracas.*

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
475	Textile goods, viz.: textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials, not covered by item 471 and not being floor coverings:						
	(A) [(1) Impregnated or coated with resins of the vinyl or vinylidene types:						
	(a) Impregnated or coated with resins of vinyl chloride polymers and copolymers, having a value for duty not exceeding 7s. per square yard . . *ad val.*	25%	40%	45%	25%	40%	45%
	and, in addition, a temporary duty of . . . . . per square yard	7s.	7s.	7s.	(Under	new item 475	(A) (1))
	(b) Other] . . . . . *ad val.*	100%	100%	100%			
	ad val.	25%	40%	45%			
	(I) *Impregnated or coated with resins of the vinyl or vinylidene types* . . less *ad val.*	As under former item 475 (A) (1) (a) and (b) above			25%	40%	45%

NOTE: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

CHILE

Amendments to customs tariff

BY CHILEAN Decrees Nos. 668,671 and 877, published in the *Official Gazette* of April 4, 1964, the Ministry of Finance has reduced the customs duties and *ad valorem* taxes on the undermentioned items as follows:

Item No. 737 Octyl alcohol	Duty reduced to 0.05 gold pesos per legal kilo.
Item No. 1299 Brass bases for electric lamps	Duty reduced to 4.00 gold pesos per legal kilo.
Item No. 1582 Glass rods for making electric lamps	Duty reduced to 1.00 gold pesos per gross kilo.
Item No. 1087 Synthetic polyamide resins for making nylon yarns	*Ad valorem* tax reduced to 3 per cent.

The reductions in respect of items Nos. 1299 and 1582 are valid until December 31, and that in respect of item No. 1087 is valid until December 30, 1964.

JAMAICA

Import licensing arrangements

THE BOARD OF TRADE have received a copy of the Jamaican Open General Licence dated April 1, 1964, published under Government Notice No. 2109. This revokes the Open General Licence dated April 1, 1961 (see *Board of Trade Journal* of April 28, 1961, page 1044) and all amendments thereto. A copy of the new Open General Licence may be seen at the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BRAZIL

Import regulations

IT HAS been reported by H.M. Embassy in Rio de Janeiro that the list of goods affected by SUMOC instruction No. 256 (attracting a 200 per cent prior deposit) has been further extended. Details of affected goods are available on request from the Export Services Branch. (Tel. City 5757, Ext. 476).

ARGENTINA

Foreign exchange regulations

H.M. EMBASSY in Buenos Aires report the issue of an Argentine Government Decree, published on April 12, 1964, and effective from April 13, introducing certain foreign exchange regulations which include:

(a) Remittances of up to five million pesos in foreign currency to be certified by registered public accountant.

(b) Remittances of over five million pesos to be certified by Central Bank.

(c) Foreign currency purchases for Argentine tourists restricted to one hundred dollars per person for neighbouring countries and to eight hundred dollars elsewhere.

(d) Sale of foreign currency to individuals and exchange shops restricted to fifty dollars per person per month. All such sales to be specially registered.

(e) Special application through authorised banks to be made by individuals wishing to purchase over fifty dollars in any month.

(f) Foreign currency earned from exports must, as we understand it at present, be exchanged within five days of export of goods.

(g) Bank accounts held in Argentina in foreign currency to be liquidated within ninety days.

No further details are available at present.

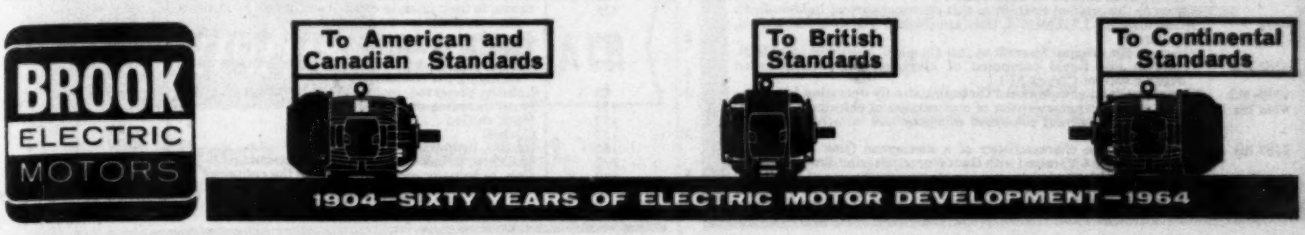
'Aforos' for imports

ARGENTINE GOVERNMENT Decrees Nos. 620 of January 29, 1964, and 836 of February 7, 1964, modify and add to the lists attached to Decree 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278) as follows:

Decree No. 620

Tariff No.	
1678	Remove from List No. 4 (100 per cent surcharge): 'Ferro-alloys and improvers for smelting, except: ferrosilicon, ferromanganese, spiegeleisen and silicomanganese.'
1678	Include in List 4 (100 per cent surcharge): 'Improvers for smelting.'
1678	Include in List 4 (100 per cent surcharge): 'Ferrotitanium, ferromolybdenum, ferro-titanium-aluminium, ferro-calcium-silicon and ferro-calcium-silicon-manganese.'
1678	Include in List 2 (20 per cent surcharge): 'Ferro-alloys not mentioned in other lists.'
4788 bis	Remove from List 3 (40 per cent surcharge): 'Demeton-S in a concentration of not less than 40 per cent.'
4788 bis	Include in List 3 (40 per cent surcharge): 'Demeton-S, in powder form, in a concentration of not less than

(Continued on next page)



ARGENTINA continued

Tariff No.	
	40 per cent and in granules not less than 0·5 mm. in diameter and in a concentration of not less than 5 per cent.'
4788 bis	Include in List 3 (40 per cent surcharge): 'Azinphos-ethyl, in a concentration of not less than 40 per cent.'
5243 and 5255/67	Remove from List 4 (100 per cent surcharge): 'Colour photo paper'; 'Colour photo film' and 'Photographic film, in plates and in rolls, of the 'Polaroid-Land' and like systems.'
5243 and 5255/67	Include in List 3 (40 per cent surcharge): 'Colour photo paper'; 'Colour photo film'; 'Photographic film, in plates and in rolls, of the 'Polaroid-Land' and like systems.'
744	Include in List 4 (100 per cent surcharge): 'False edging(?) for inner soles of footwear.'
4788 bis	Include in List 3 (40 per cent surcharge): 'Insecticide compound, acaricide, in powder form, with not less than 40 per cent of active principles, consisting of azinphos-ethyl, in a concentration of not less than 25 per cent and azinphos-methyl in a concentration of not less than 15 per cent.'
4788 bis	Remove from List 3 (40 per cent surcharge), sub-paragraph LI): 'Fenthion, in a concentration of not less than 50 per cent.'
4788 bis	Include in List 3 (40 per cent surcharge), sub-paragraph LI): 'Fenthion, in a concentration of not less than 40 per cent.'
3828	Include in List 3 (40 per cent surcharge): 'Honeycomb,' a flexible material, consisting of strips of Kraft paper, used as a filling in making panels.'
5064	Include in List 2 (20 per cent surcharge): 'A product for injection containing enzymes for the metabolism of fats and lipids, amino-oxidase complex, tyrosinase complex and stabilizing solvent, in 2 ml ampoules known commercially as 'Vasolastine,' and the like.'
4271 and 4556	Include in List 3 (40 per cent surcharge): 'Polypropylene adipates and laurates.'
4556	Include in List 4 (100 per cent surcharge): '*n*-Octoates, excluding those with fatty alcohol radicals of up to 5 carbons and benzyl *n*-octoate.'
4556	Include in List 3 (40 per cent surcharge): 'Phosphate plasticizers.'
4556	Include in List 4 (100 per cent surcharge): 'Palmitate plasticizers.'
4556	Include in List 4 (100 per cent surcharge): 'Ricinoleate plasticizers.'
4556	Include in List 4 (100 per cent surcharge) 'Adipates.'
4556	Include in List 4 (100 per cent surcharge): 'Sebacates.'
4556	Include in List 8 (80 per cent surcharge): 'Azelates.'
4268	Include in List 8 (80 per cent surcharge): 'Benzoates excluding those with fatty alcohol radicals of up to 5 carbons and benzil benzoate.'
4556	Include in List 4 (100 per cent surcharge): 'Glycollates, excluding the esters of phthalylglycollic acid.'
4556 and 4709	Include in List 4 (100 per cent surcharge): 'Plasticizers derived from hydrocarbons.'
5143	Remove from List 2 (20 per cent surcharge): 'Catgut for sutures with a sterilized needle.'
5143	Include in List 3 (40 per cent surcharge): 'Catgut for sutures with a sterilized needle.'

Decree No. 836

[Products to be included in the lists annexed to Decree No. 5439/59.]

Tariff No.	Product	List
4347 bis	D-fructose ('Laevosal', 'Levugen', 'Laevosan')	2
4744 bis	Aqueous solution of a semi-polymerized, heat-resistant synthetic resin (melamine formaldehyde type) 'Fixanol PN')	4
4744 bis	Powder consisting mainly of polyvinyl alcohol and alkali sulphates (2%) ('Laca Seca para moldes H.N.').	3
	(Given in the original Spanish as this chemical, cannot be identified).	
4271	'Acido 6.amino-3,3.dimetil-4. tio-1.azo (biciclo 3; 2, 0)-2. carboxilico, impuro'*	2
	(Given in the original Spanish as this chemical, cannot be identified).	
4262 bis	Yellowish oily liquid composed of alkylated polyphenols in an organic solvent ('Nyox 52')	3
1799-302	Electro-mechanical equipment for automatically operating barriers	3
4744 bis	Liquid with the characteristics of a dispersion of chlorinated olefinic polymer in a solvent composed of xylene and tetrachloroethylene ('Chemlok 220')	3
4587 bis	Powder with the characteristics of a mercaptan (zinc 2-mercapto-benzothiazole 6%) mixed with zinc compounds (zinc dimethyldithio-carbonate 53%) and sodium *p*-nitrobenzoate ('Sanitized P.E.')	3
4280	17α : 21-Dihydroxy-16β-methylpregna 1 : 4-diene-3 : 11 : 20-trione ('Deltisone B')	2
4317	*p*-Chloroaniline	2
4280	Clemizole undecoate ('Allercur undecylate')	2
4785	Tetramethyl-lead	1
4280	Aneurine *mononitrate* with an inert coating of mono and diglycerides of fatty acids, butylated hydroxyanisole, butylated hydroxytoluene and citric acid (as antioxidants)	2
4280	Riboflavin with an inert coating of mono and diglycerides of fatty acids, butylated hydroxyanisole, butylated hydroxytoluene and citric acid (as antioxidants)	2
4280	Pyridoxine hydrochloride with an inert coating of mono and diglycerides of fatty acids, butylated hydroxyanisole, butylated hydroxytoluene and citric acid (as antioxidants)	2
4280	Nicotinamide with an inert coating of stearic acid and silicic acid	2
4507	Bromelain	2
4844	Bacitracin methylenedisalicylate	2
4793	Mixture of 5 : 7-dibromo-8-hydroxyquinoline 82·51%, 8-benzoyloxy-5 : 7-dibromoquinaldine 16·5% and dioctyl sodium-sulphosuccinate 0·99% ('Intestopan substance')	2
4231	Block of polymethyl methacrylate	2
4556	Aqueous solution of a condensation product of formaldehyde with glycols (of the tetraoxymethylene ether type ('Knittex POM 1')	4
4316	Powder with the characteristics of dicyclohexylammonium nitrite ('V.P.I. 260')	3
4280	2 : 3-Dimethyl-4-nicotinamido-1-phenyl-5-pyrazolone ('Nicazone', 'Nicopyron')	2
4315	Powder with the characteristics of *iso*propylammonium nitrite ('V.P.I. 220')	3
4788	*OO*-Dimethyl phthalimidomethyl phosphorodithiote, in a concentration of not less than 45% ('Imidan 50W')	3
4280	Dilute solution of a complex polypeptide capable of inhibiting trypsin ('Transylol')	2
4280	Nortriptyline hydrochloride	2

Further 'Aforos' for imports

ARGENTINE CUSTOMS ADMINISTRATION Resolutions Nos. 40 and 41 of January 21, 1964, establish the following index prices ('aforos' – average valuations) on which the surcharges and duties in respect of the following items will be assessed.

Tariff Heading No.	Definition	Value U.S. $ C. & F.	Aforo Unit
	RESOLUTION NUMBER 40		
3	Olives, in oil, whether or not stuffed, including the container	1·25	Kg.
4	Olives, in brine, in a glass container, including the container	0·37	Kg.
14	Capers, in a glass container, including the container	1·85	Kg.
15	Capers, in wooden or tin containers, including the container	0·75	Kg.
20	Almonds, shelled, including the container	1·40	Kg. gross
21	Almonds, not shelled, including the container	0·56	Kg. gross
29	Herrings, smoked, in casks, including the cask	0·33	Kg.
30	Herrings, smoked, in boxes, including the box	0·33	Kg.
31	Herrings, in brine or pressed, in kegs or tins, including the container	0·28	Kg.
37	Hazel nuts, raw or unshelled, including the container	0·55	Kg. gross
38	Hazel nuts, shelled, including the container	1·20	Kg. gross
44	Cod, whole, and other like fish, more than 45% wet	0·52	Kg.
44	Cod, whole, less than 45% wet	0·73	Kg.
45	Cod, cut	0·95	Kg.
67	Chestnuts, shelled, including the container	0·35	Kg. gross
68	Chestnuts, not shelled	0·20	Kg. gross
69	Caviar, including the container, of sturgeon	12·00	Kg.
69	Caviar, including the container, of salmon	2·00	Kg.
69	Caviar, including the container, imitation	1·00	Kg.
92	Mushrooms, preserved, including the container	0·70	Kg.
89	Palm-cabbages, preserved, including the container	0·35	Kg.
92	Clams, in tomato sauce or in oil, including the container	1·50	Kg.
92	Anchovies, in oil, including the container	0·80	Kg.
92	Anchovies, in brine, including the container	0·37	Kg.
92	Eels, including the container	1·30	Kg.
92	Tunny, including the container	0·80	Kg.
92	Cod, preserved 'a la vizcaina', including the container	0·70	Kg.
92	Bonito, in oil, including the container	0·80	Kg.
92	Squid, in its ink, including the container	0·50	Kg.
92	Squid, stuffed, including the container	1·10	Kg.
92	Crab, including the container	3·00	Kg.
92	Mussels, preserved, including the container	0·65	Kg.
92	Octopus, preserved, including the container	0·55	Kg.
95	Dates, in containers weighing up to 2 kg., including the container	0·80	Kg.
96	Dates, in containers weighing more than 2 kg., including the container	0·70	Kg.
96	Dates, pressed, without stones, including the container	0·20	Kg.
99	Confectionery of all kinds, including the container	0·30	Kg.
99 bis	Nuggets of all kinds, including the container	1·30	Kg.
106	Vermicelli of all kinds	0·25	Kg.
116	Fruits, in their juice, in compote or in syrup including the container	0·30	Kg.
136	Figs, dried, in containers weighing up to 2 kg., including the container	0·28	Kg.
137	Figs, dried, in containers weighing more than 2 kg., including the container	0·20	Kg.
92	Lobster, preserved, including the container	2·50	Kg.
172	Nuts, including the container	0·o2	Kg. gross
173	Nuts, shelled	1·00	Kg. gross
175	Cockels	0·65	Kg.
185	Raisins, including the container	0·29	Kg.
197	Stockfish, in bales, including the container	1·05	Kg.
199	Fish, in brine or pressed, including the container	0·70	Kg.

(*Continued on page 929*)

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Tariff Heading No.	Definition	Value U.S.$ C. & F.	Aforo Unit
206	Pine kernels, shelled, including the container	1·20	Kg.
212	Pulp of fruit in general	0·20	Kg.
222	Sauce, English type	0·70	Kg.
226	Sardines, in oil or sauce, with or without bones, including the container	0·50	Kg.
	RESOLUTION NUMBER 41		
2327	Cells, 1½ to 2 V., cylindrical. Size: 6·7 cm. in height by 3·31 cm. in diameter. Similar to types D.50; 1050; UM1; 2LP; 510. (Brussels Nomenclature heading 85·03)	0·055	Each
2327 bis	Cells, 9 V., rectangular. Size: 26 by 17 by 48 mm. Similar to types 216; 006P; 1604; 809	0·160	Each
2327	Cells, 9 V., cylindrical. Size: 49 mm. in height by 25 mm. in diameter. Similar to types 226; R006; 1600	0·160	Each
2327	Cells, 1½ to 2 V., cylindrical. Size: 4·9 cm. in height by 2·6 cm. in diameter. Similar to types 1035; UM2; 1LP; 512	0·045	Each
2327	Cells, 1½ to 2 V., cylindrical. Size: 5 cm. in height by 1·4 cm. in diameter. Similar to types 915; 1015; UM3; 7R; 513	0·035	Each
2327 bis	Batteries, 67½ V., rectangular. Size: 9·4 by 7·1 by 3·6 cm. Similar to types 467; BL145; 200	0·844	Each
2327 bis	Batteries, mercury, cylindrical. Size: 16 mm. in diameter by 17 mm. in height. Similar to types E1E; RM1H	0·255	Each
2327 bis	Batteries, mercury, cylindrical. Size: 12 mm. in diameter by 3 mm. in height, 1·4 to 2 V., 75 mA. Similar to types E400E; RM400H	0·127	Each
2327 bis	Batteries, mercury, cylindrical, 1·4 to 2 V., 800 mA. 12 mm. in diameter by 28 mm. in height. Similar to types E.401E; RM401H	0·227	Each
2327 bis	Batteries, mercury, cylindrical, 1·4 to 2 V., 2,000 mA. 14 mm. in diameter by 50 mm. in height. Similar to types E.502E; RM502H	0·435	Each
2327 bis	Batteries, mercury, cylindrical, 1·4 to 2 V., 350 mA. 16 mm. in diameter by 6 mm. in height. Similar to types E625E; RM625H	0·203	Each
2327 bis	Batteries, mercury, cylindrical, 1·4 to 2 V., 160 mA. 12 mm. in diameter by 5 mm. in height. Similar to types E675E; RM675H	0·180	Each
2327 bis	Batteries, mercury, cylindrical, 1·4 to 2 V., 2,200 mA. 16 mm. in diameter by 17 mm. in height. Similar to types E3E; RM3H	0·435	Each
2327 bis	Batteries, zinc and carbon, 22½ V. Size: 26 by 16 by 51 mm. Similar to types 412E; BL013; 215 (rectangular)	0·260	Each
2327 bis	Batteries, zinc and carbon, 30 V., rectangular. Size: 26 by 16 by 65 mm. Similar to types 413E; BI 020	0·291	Each
2327 bis	Batteries, zinc and carbon, 15 V., rectangular. Size 26 by 16 by 36 mm. Similar to E411E; BL010	0·229	Each
2327 bis	Batteries, zinc and carbon, 15 V., rectangular. Size: 16 by 15 by 35 mm. Similar to types 504F; BLW10	0·325	Each
2327 bis	Batteries, zinc and carbon, 22½ V., rectangular. Size: 1o by 15 by 50 mm. Similar to 505E; BLW15	0·396	Each
2327 bis	Batteries, zinc and carbon, 30 V., rectangular. Size: 31 by 16 by 36 mm. Similar to type 506E	0·706	Each
2327	Cells, 1½ to 2 V., cylindrical. Size: 30 mm. in height by 11 mm. in diameter. Similar to types 904; UM5A	0·032	Each
2327	Cells, 1½ to 2 V., cylindrical. Size: 44 mm. in height by 9 mm. in diameter. Similar to types 912; UM4A; 400	0·038	Each
2327 bis	Batteries, 67½ V., rectangular. Size: 48 by 25 by 138 mm. Similar to types 477-BLM145	0·725	Each
2327 bis	Batteries 67½ V., rectangular. Size: 34 by 25 by 89 mm. Similar to types 416; BL045	0·625	Each
2327 bis	Batteries, mercury, cylindrical. 1·4 to 2 V., 3,400 mA. 30 mm. in diameter by 17 mm. in height. Similar to types E4E; RM4H	0·539	Each
2327 bis	Batteries, mercury, cylindrical. 1·4 to 2 V., 350 mA. 16 mm. in diameter by 6 mm. in height. Similar to types E630E; RM630H	0·203	Each
2327 bis	Batteries, mercury, cylindrical. 2·8 to 3 V., 350 mA. 12 mm. in diameter by 29 mm. in height. Similar to types E152E; TR152H	0·482	Each
2327 bis	Batteries, mercury, cylindrical. 1·4 to 2 V., 3,600 mA. 16 mm. in diameter by 50 mm. in height. Similar to types E12E; RM12H	0·510	Each
2327 bis	Batteries, mercury, cylindrical. 1·4 to 2 V., 36 mA. 8 mm. in diameter by 4 mm. in height. Similar to types E312E; RM312H	0·127	Each
2327 bis	Batteries mercury, cylindrical. 1·4 to 2 V., 350 mA. 12 mm. in diameter by 14 mm. in height. Similar to types E450E; RM450H	0·227	Each
2327 bis	Batteries, mercury, cylindrical. 1·4 to 2 V., 130 mA. 13 mm. in diameter by 7 mm. in height. Similar to types E520E; RM520H	0·104	Each
2327 bis	Batteries, mercury, cylindrical. 1·4 to 2 V., 500 mA. 16 mm. in diameter by 11 mm. in height. Similar to types E640E; RM640H	0·203	Each
2327 bis	Batteries, mercury, cylindrical. 1·4 to 2 V., 100 mA. 12 mm. in diameter by 5 mm. in height. Similar to types E575E; RM575H	0·151	Each
2327 bis	Batteries, silver oxide, cylindrical. 1·4 to 2 V., 115 mA. 12 mm. in diameter by 5 mm. in height. Similar to types S13E; MS41H	0·151	Each

Cheaper postage rates for air parcels to Hawaii

The Post Office announce that from April 1, the postage rates for parcels sent by air to Hawaii is 5s. 6d. per ½lb. The previous rate was 10s. for each ½lb.

MEXICO

Import licensing

BY DECREES published in the Mexican *Diario Oficial* on, and effective from, February 3, 1964, the following goods were made subject to prior import licensing:

Tariff No.	Description
512.00.13	Direct congo red.
512.00.14	Croceine.
512.00.15	Direct scarlet.
512.00.16	Direct orange I (22.375). (From LAFTA member countries import licences are not required).
512.00.17	Direct dark green.

Customs tariff changes

DECREES PUBLISHED in the Mexican *Diario Oficial* on February 3, 1964 changed the import duties of goods under various Tariff Headings as follows:

Tariff Heading	Description	Unit	Duty (Pesos)
270.00.00	Iron ores and their concentrates	Gross Kilo	Exempt + Exempt
655.02.00	Glass capillary tubes, thinned down in special shapes, for the manufacture of thermometers, except those included under heading 655.02.08	Gross Kilo	2·50 + 20% *ad val.*
	(Amended description)		
655.02.01	Glass capillary tubes, more than 30 cm. in length, not thinned down, for the manufacture of thermometers, except those included under heading 655.02.08	Gross Kilo	0·05 + 10% *ad val.*
	(Amended description)		
655.02.08	Borosilicate glass tubes	Gross Kilo	2·50 + 20% *ad val.*
	From LAFTA member countries	Gross Kilo	Exempt + 10% *ad val.*
	(New heading)		
751.06.08	Motorcycles or motor scooters, weighing more than 70 kilog. but not more than 200 kilog., excluding the sidecar or trailer	Unit	600·00 + 35% *ad val.*
	(Amended description)		
751.06.09	Motorcycles or motor scooters weighing more than 200 kilog., excluding the sidecar or trailer	Unit	200·00 + 15% *ad val.*
	(Amended description)		
767.02.01	Chassis or frames for motorcycles or motor scooters		Deleted
767.02.05	Engines and parts thereof, for motorcycles or motor scooters, when these vehicles weigh up to 200 kilog.	Legal Kilo	1·00 + 45% *ad val.*
	(Amended description)		
767.02.06	Engines and parts thereof, for motorcycles, if it is proved before the General Directorate of Customs, that they are exclusively for use with motorcycles weighing more than 200 kilog.	Legal Kilo	1·00 + 20% *ad val.*
	From LAFTA member countries: only engines and parts thereof for motorcycles weighing 150 kilog. and over are included	Legal Kilo	Exempt + 6% *ad val.*
	(Amended description)		
767.02.10	Lamps, if it is proved before the General Directorate of Customs that they are exclusively for use with motorcycles weighing more than 200 kilog.	Unit	2·00 + 20% *ad val.*
	From LAFTA member countries: only those exclusively for use with motorcycles of more than 150 kilog. are included.	Unit	Exempt + 6% *ad val.*
	(Amended description)		
767.03.98	Separate and spare parts, not specially mentioned for motorcycles weighing less than 200 kilog.	Legal Kilo	5·50 + 45% *ad val.*
	(Amended description)		
767.03.99	Separate and spare parts, not specially mentioned, if it is proved before the General Directorate of Customs, that they are exclusively for use with motorcycles weighing more than 200 kilog.	Legal Kilo	5·50 + 45% *ad val.*
	From LAFTA member countries: only those exclusively for use with motorcycles weighing more than 150 kilog.	Legal Kilo	Exempt + 15% *ad val.*
	(Amended description)		
400.02.10	Lanoline (purified suint)	Gross Kilo	0·10 + 16% *ad val.*
	From LAFTA member countries	Gross Kilo	Exempt + Exempt

(*Continued on next page*)

MEXICO continued

Tariff Heading	Description	Unit	Duty (Pesos)
713.02.04	Tower cranes, with or without means of propulsion, with chassis or tripod supporting base. (Vehicles with internal combustion engine, factory fitted with these cranes, shall be liable to separate duties)	Gross Kilo	0·10 + 20% *ad val.*
	(New heading)		
743.06.00	Separate and spare parts, fully identifiable for tractors, except batteries, radiators, radiator honeycombs, tyres, tyre inner tubes, wheels, nails, cotter pins, staples, washers, bolts, nuts, rivets, sparking plugs, pistons and those parts included under headings 743.06.01, 743.06.02, 743.06.03	Gross Kilo	0·05 + 3% *ad val.*
	(Amended description)		
743.06.04	Agricultural tractor radiators, identifiable by means of a catalogue	Gross Kilo	0·05 + 3% *ad val.*
	(New heading)		
743.06.05	Separate parts identifiable as only for tractor radiators	Gross Kilo	0·20 + 80% *ad val.*
	(New heading)		

The above changes came into effect five days after publication except for those goods which can plainly be proved within thirty days to have been shipped before the date of publication, in which case the lower of the old or new rates will be applied.

Tariff Heading	Description	Unit	Duty (Pesos)
655.02.09	Transparent glass tubes of lead (alkaline) of more than 3 mm. and up to 25 mm. in diameter and with a fusion point of more than 900 degrees centigrade, for electronic valves	Gross Kilo	0·03 + 5% *ad val.*
	(New heading)		
663.00.01	Molybdenum wire, gilted or silvered of 0·0254 mm. to 1·625 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
663.00.02	Manganese nickel wire, gilted or silvered of 0·0254 mm. to 0·254 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
663.01.01	Tungsten wire, silvered or silverplated of 0·00635 mm. to 0·254 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
663.01.02	Molybdenum wire, silvered or silver plated of 0·254 mm. to 0·6265 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
663.01.03	Manganese nickel wire, silvered or silverplated of 0·0254 mm. to 1·625 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
670.02.16	Iron or steel wire, copper-plated of 0·381 mm. to 1·625 mm. diameter, except the one included under heading 670.02.13	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
670.02.17	Steel wire containing up to 0·40% carbon, nickel-plated, 0·0254 mm. to 1·625 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
670.02.19	Iron or steel wire, nickelplated of 0·0254 mm. to 2·540 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
677.01.00	Tungsten wire, except the one included under heading 677.01.02	Gross Kilo	Exempt + 3% *ad val.*
	From LAFTA member countries	Gross Kilo	Exempt + Exempt
	(Amended description)		
677.01.01	Molybdenum wire	Gross Kilo	Exempt + 6% *ad val.*
	(New heading)		
677.01.02	Tungsten wire, weighing from 1·952 milligrammes up to 337·22 milligrammes in a 200 millimetre length	Gross Kilo	Exempt + 3% *ad val.*
	From LAFTA member countries	Gross Kilo	Exempt + Exempt
	(New heading)		
677.01.03	Molybdenum wire, of 99·9% minimum purity and of 0·0127 mm. to 1·625 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
678.02.02	Manganese nickel wire, of 0·0254 mm. to 1·625 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
678.02.05	Copper-chrome wire of 0·0124 mm. to 1·625 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
678.02.06	Nickel-copper wire, carbon-coated of 0·0254 mm. to 0·6256 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
678.02.07	Nickel-cobalt wire, of 0·0254 mm. up to 4·064 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
678.02.08	Nickel-chrome wire, of 0·0254 mm. up to 0·6256 mm. diameter	Gross Kilo	0·05 + 5% *ad val.*
	(New heading)		
743.00.15	Transparent lime glass ampoules sealed at one end and widened at the other, with a melting point of 800 to 1,000 degrees centigrade at normal pressure and with a diameter at the base from 10 mm. to 55 mm., for electronic valves	Gross Kilo	0·03 + 5% *ad val.*
	(New heading)		

The above changes came into effect the day after their publication in the *Diario Oficial*.

UNITED STATES

Investigation on drawn or blown flat glass

THE UNITED STATES Tariff Commission have instituted an investigation, upon request of the President, in connection with the preparation of advice as to the probable economic effect on the domestic industry of reduction or termination of the increased duties imposed under the escape clause procedure in 1962 on flat glass (described as 'cylinder, crown and sheet glass' in 1962). The items covered by this investigation are described in items 923.11-924.00 in part 2A of the Appendix to the Tariff Schedules of the United States.

A public hearing will begin at 10 a.m. on June 30, 1964, in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington, D.C. The Secretary of the Commission should be notified in writing, at least three days before the hearing, by any interested parties desiring to appear and to be heard.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind not made in Canada':

Marine outboard drives for use with inboard engines.

(Ruling effective April 8, 1964)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-28-1, dated April 8, 1964.

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Image orthicon television cameras used for broadcasting and closed circuit applications.

(Ruling effective May 19, 1964.)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-24-1 dated April 15, 1964.

FRANCE

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of April 5, announced the following amendments to the customs tariff:

Tariff No.	Description	Rate of Duty
73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms:	
	B. Haematite pig iron and cast iron:	
	II. Containing 1·5% or less by weight of manganese:	
	(b) Other	5% (1)
73.08	Iron or steel coils for re-rolling, of a width:	
	A. Of less than 1·50 metres	7% (2)

(1) Until December 31, 1965, inclusive, the minimum duty levied is fixed at F.34·55 per 1,000 kg. net. This minimum rate is not applicable, up to December 31, 1964, to special pig iron and cast iron, containing by weight a maximum proportion of 0·04 per cent of manganese, 0·035 per cent of phosphorus, 0·03 per cent of sulphur, imported within the limits of a quota of which the quantity and conditions are fixed by the competent authorities.
(2) This duty is reduced to 6 per cent until December 31, 1964, inclusive for coils imported within the limits of a quota of which the quantity and conditions are fixed by the competent authorities.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import of goods from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of April 11 announced the opening for the second quarter of 1964 of the quota for the import of Stilton cheeses and other British speciality cheeses (Tariff No. ex 04-04) under quota No. 3 (see *Board of Trade Journal* of February 14).

Applications for import licences must be made to *la Société interprofessionelle du lait et ses dérivés* (*Interlait*), 7 rue Scribe, Paris 9e, from April 11.

The French text of this notice may be seen at the Export Services Branch, Room E13, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Modifications to customs duties

THE FRENCH *Journal Officiel* of April 4, announced the provisional reduction or suspension of the duty on the following items:

Tariff No.	Description	Reduced rate of duty
17.01	Beet sugar and cane sugar, solid:	
	A. With a sucrose content of less than 99·8 grammes per 100 grammes of dry product	Suspended up to July 31, 1964, inclusive.
	B. With a sucrose content of 99·8 grammes or more per 100 grammes of dry product, including sugar candy	77% up to and including July 31, 1964.
17.03	Molasses, whether or not decolorized:	
	B. Other:	
	IV. Not specified	24·5% up to September 30, 1964 inclusive.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

Global quota for live cattle

THE FRENCH *Journal Officiel* of April 15 announced the opening of a quota for the import of live cattle (Tariff No. 01.02 A II a, b 2) for summer fattening, other than pure-bred breeding animals and animals intended for slaughter, originating in and imported from all countries, except member Countries of the European Economic Community.

The imported animals must satisfy certain conditions relating to health, set out in a special notice. This notice may be seen from April 15 at the *ministere de l'agriculture, direction des produits, sous-direction du commerce exterieur, 3, rue Barbet-de-Jouy, Paris* 7.

Applications for import licences, on form AC, may be submitted to the *Service des autorizations commerciales* (*importations*) *de la direction des relations economiques exterieures, 8, rue de la Tour-des-Dames, Paris* 9, from April 15, when they will be examined as and when they are received.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

The French market

IN THE article headed 'Trade Prospects in the French Market' (see *Board of Trade Journal* of March 13, page 586) the first two sentences of paragraph 8 of Part Two of the report should read as follows:

> 'France's foreign trade has also expanded considerably. Her exports grew from £503 million in 1948 to £2,629 million, and her imports during the same period increased from £861 million to £2,684 million.'

The last sentence of paragraph 9 of Part Two should read as follows:

> 'During the years in question Britain's share in France's total imports, excluding imports from the franc area, was 5·8 per cent, 6·5 per cent and 7·3 per cent respectively, whereas the United States' share was 14·2 per cent, 13 per cent and 12·5 per cent respectively, and West Germany's 21·9 per cent, 22·2 per cent, and 21·8 per cent.'

PORTUGAL

Drawback of import duty on steel wire

THE PORTUGUESE *Diario de Governo* first series No. 60 of March 11, 1964, publishes Order No. 20,426 authorizing the importation under the drawback system of steel wire with a resistance of over 80 kilograms/m/m2, intended for the manufacture of steel cable with textile fibre cores and lubricating grease.

(*Continued on next page*)

Canada

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PORTUGAL continued

The percentages to be adopted in calculating the refund of duties for each type of cable shall be determined in each case by Ministerial Order.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

ITALY

Duty reductions and suspensions

PRESIDENTIAL DECREE No. 137 of March 26, published in the Italian *Gazzetta Ufficiale* of April 2, and coming into force on the same day, modifies recent decrees on imports from non-EEC countries (published in *Board of Trade Journal* of December 20, 1963, and March 27, 1964) as follows:

Tariff Heading	Commodity	Rate of Duty	Validity
0901 A I a	Coffee, unroasted, free of caffeine	1·5% 60 lire per Kg. net	June 30, 1964
1701	Beet and cane sugar, solid	Total suspension	July 31, 1964
1703 B II V	Molasses, other, not specified, whether or not coloured	Total suspension	September 30, 1964

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450).

EUROPEAN ECONOMIC COMMUNITY

Rules of Competition

THE *Journal Officiel des Communautés Européennes* of April 9, published the text of a Decision taken by the Commission of the European Economic Community concerning an application submitted by a French company for 'negative clearance' under the provisions of Article 2 of Regulation No. 17, in respect of an agreement made with a Swiss concern. An unofficial translation of Regulation No. 17, the first implementing regulation pursuant to Articles 85 and 86 of the Treaty of Rome was published in the *Board of Trade Journal* of March 9, 1962 (page 514).

The following is an unofficial translation of the Commission's present Decision. Attention is drawn to the fact that the French text is the only authoritative text.

RESTRICTIVE TRADE AGREEMENTS AND DOMINATION OF MARKETS
(Articles 85-90 of the Treaty establishing the EEC)

DECISION BY THE COMMISSION
of 11th March, 1964
On an application for negative clearance submitted in accordance with Article 2 of Regulation No. 17 made by the Council (IV/A-00061)
(64/233/CEE)

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY.

Having regard to the Treaty establishing the European Economic Community, and in particular Article 85,

Having regard to Regulation No. 17 of February 6, 1962, and in particular Article 2,

Having regard to the application for negative clearance submitted by the limited company Grosfillex, of Arbent (Ain), France, in accordance with Article 2 of Regulation No. 17, asking the Commission to declare that there is no ground for it to intervene in pursuance of Article 85(1) of the Treaty in respect of the contract made on September 4, 1959 between the applicants and Etablissements Fillistorf, Zurich, Switzerland,

After consulting the Consultative Committee on Restrictive Trade Agreements and Domination of Markets, in accordance with Article 10 of Regulation No. 17,

I

Whereas the contract contains broadly speaking the following provisions:

The applicants, Grosfillex, who make articles of plastic material, entrust the Swiss firm Fillistorf – by an overall agreement covering the supply of articles in 'household' and 'hygienic' lines – with the sale of those articles in the territory of the Swiss Confederation (Articles I and II of the contract).

Fillistorf distribute the articles, which are sold to them by Grosfillex free and cleared from the Customs at Zurich, to resellers on their own behalf, and are in no way authorized to act as agents for Grosfillex (Article VIII of the contract). Fillistorf may engage in the operations provided for in the contract only in the allotted territory (Article VI of the contract); they undertake not to make or sell any article which might compete with articles made by Grosfillex (Article VI of the contract).

In return Grosfillex undertake not to make on Swiss territory any sales of articles in the lines covered by the contract otherwise than through Fillistorf and to take all measures to put an end to any sales of such articles made by third parties on Swiss territory which may be brought to their knowledge (Article VI of the contract). Furthermore Grosfillex must forward to Fillistorf any orders or correspondence received directly from Switzerland (Article IV of the contract).

II

Whereas the negative clearance can be issued, in accordance with the provisions of Article 2 of Regulation No. 17, if the Commission finds that on the basis of the information available to it there is no ground for it to intervene in pursuance of the provisions of Article 85 (1) of the Treaty in respect of the contract made between Grosfillex and Fillistorf;

Whereas Article 85 (1) of the Treaty stipulates that all agreements between undertakings which may affect trade between member states, and the object or effect of which is to prevent, restrict or distort competition within the Common Market, are incompatible with the Common Market and are prohibited;

Whereas the object of the contract made between Grosfillex and Fillistorf is the grant, by a manufacturer established in the Common Market to an undertaking established outside the Common Market, of the sole concession for the sale of his articles for a territory situated outside the Common Market; the object of the contract is not, therefore, 'to prevent, restrict or distort competition within the Common Market';

Whereas, however, certain provisions of the contract prohibit Fillistorf from selling in the Common Market countries the articles covered by the contract and articles which might compete with them, whether these are made inside or outside the Common Market; accordingly it is necessary to consider whether as a result of those provisions the effect of the contract is not to prevent, restrict or distort competition within the Common Market, within the meaning of Article 85 (1);

Whereas in this respect the following circumstances should be taken into account:

The articles purchased by Fillistorf, since they are delivered to them in Switzerland by Grosfillex, would have to cross another customs frontier when resold to a customer in the Common Market. Hence they are not likely to compete with similar articles supplied directly in the territory of the Common Market. Except in abnormal circumstances it could not be otherwise – and the Commission has no knowledge of any such circumstances. There is, in point of fact, no reason to suppose that Grosfillex's prices on the Swiss market are lower than those quoted by Grosfillex in the Common Market – and this would seem to be borne out by the fact that Swiss purchasers of the products covered by the contract and sold by Fillistorf are not prohibited from reselling them to customers in the Common Market;

In the market for articles of plastic material in 'household' and 'hygienic lines' there are a considerable number of manufacturers established in the Member States or in other countries and in a position to compete in the territory of the Common Market; the same applies on the commercial side;

Finally, no opposition from third parties has emerged as a result of the notice published in pursuance of Article 19 (3) of Regulation No. 17 in the *Journal officiel des Communautés européennes*, No. 102, of July 4, 1963.

Whereas these circumstances make it clear that competition within the Common Market is not prevented, restricted or distorted to an appreciable extent by reason of the contract in question.

And whereas, in these circumstances, the information available to the Commission does not at present justify the view that the object or effect of the contract in question is to prevent, restrict or distort competition within the Common Market, within the means of Article 85 (1); one of the conditions for Article 85 (1) of the Treaty to be applicable is thus not satisfied; and the negative clearance applied for can accordingly be issued.

HAS TAKEN THE PRESENT DECISION:

Article 1

There is no ground for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of Article 85 (1) of the Treaty establishing the European Economic Community in respect of the agreement made on September 4, 1959, between the Société Grosfillex and Etablissements Fillistorf.

Article 2

This decision is addressed to the Société Grosfillex, of Arbent.

Done in Brussels on March 11, 1964.

By the Commission,
the President,
WALTER HALLSTEIN.

Customs tariff amendments

CHANGES have been made to the Lebanese Customs Tariff and the altered items now read as follows:

Heading No.	Description of Goods	Basis for collection	Normal tariff
29.02	Halogenated derivatives of hydrocarbons:		
	(a) Halogenated derivatives of saturated acyclic hydrocarbons:		
	(1) } No change.		
	(2) }		
	(3) Chloroform intended for the manufacture of medicines	*ad val.*	Exempt
	(4) Other	*ad val.*	11%
	(b) No change.		
29.16	Alcohol-acids, aldehyde-acids . . . . and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
	(a) Tartaric, citric, gluconic and salicylic acids and derivatives thereof (except glucono deltalactone and methyl salicylate); nitrated or nitrosated derivatives of acetylsalycylic acids:	*ad val.*	11%
	(b) No change.		
29.35	Heterocyclic compounds, including nucleic acids:		
	(a) For the manufacture of medicines	*ad val.*	Exempt
	(b) Other	*ad val.*	11%
29.36	Sulphonamides	*ad val.*	Exempt
29.41	Glycosides, natural or reproduced by synthesis, and their salts, ethers, esters and other derivatives:		
	(a) For the manufacture of medicines	*ad val.*	Exempt
	(b) Other	*ad val.*	11%
29.42	Vegetable alkaloids . . . . and other derivatives:		
	(a) No change.		
	(b) Other:		
	(1) For the manufacture of medicines	*ad val.*	Exempt
	(2) Other	*ad val.*	11%
70.10	Carboys, bottles, jars, pots, tubular and similar containers of glass . . . . stoppers and other closures of glass:		
	(a) Containers of any kind (other than ampoules) intended for sera, vaccines and injectable medicines; flasks and containers of a capacity not exceeding 50 c.c.	*ad val.*	Exempt
	(b) Jars and other containers of coloured glass of a capacity exceeding 50 c.c., clearly made for the medicines industry	*ad val.*	Exempt
	(c) Other	*ad val.*	25%

All inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462.)

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The C.O.I. are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543 – Telex 53277).

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Edinburgh Waverley 2501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327).

REPUBLIC OF SOUTH AFRICA

Agricultural Pests Act, 1957

GOVERNMENT NOTICE No. R.500, published in the Republic of South Africa *Government Gazette* Extraordinary of April 3, contains a list of preparations declared to be honey for the purposes of the Agricultural Pests Act, 1957.

The preparations, import of which is prohibited except on the authority of the Minister of Agricultural Technical Services, are as follows:

1. (a) Jam mixed with honey.
   (b) Syrup mixed with honey.
   (c) Malt mixed with honey.
2. (a) Substances or fluids mixed with honey for attracting flies.
   (b) Substances or fluids mixed with honey and adhering to flypaper, fly tape, fly string or any other material for the purpose of attracting flies.
3. Mead and other beverages prepared from or containing honey.
4. Any mixture, remedy or medicine for external or internal use by human beings or for such use in respect of animals, and which contains honey or any part of the honeycomb or its contents, including royal jelly.
5. Any mixture of seed or seed product or processed seed and honey which has not been sterilized in such a manner as to render the mixture free from bee diseases.

REPUBLIC OF DAHOMEY

Importation of eggs

THE FRENCH *Moniteur Officiel du Commerce International* of March 11, 1964, announced that, by a Dahomean decree of February 4, 1964, the importation of eggs from all sources has been provisionally suspended, except where special authorization has been granted by the Economic Affairs Office.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

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SOUTHERN RHODESIA

Suspensions of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1964 (No. 6), published as Southern Rhodesia Government Notice No. 165, amend the former Federal Customs and Excise (Suspension) Regulations, 1963, with effect from February 28, as follows:

SIXTH SCHEDULE

Note: The duties appearing in the Customs Tariff, insofar as they apply to the goods appearing in this Schedule, are suspended to an extent sufficient to reduce such duties to the effective trade rates shown below, provided the goods have been dispatched to Southern Rhodesia before February 28, 1964, and are entered for consumption on or before August 1, 1964.

Item	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
(a) By the repeal of the following item:				
Ex 14 (1) Confectionery: Plain or fancy of all kinds, compounded, made or preserved with sugar, sweetened chocolate, n.e.e., sweetmeats, crystallized fruits, candied or preserved ginger and chow-chow:				
(b) Other . . *ad val.*	30%	20%	20%	10%
or per lb.	£0 0s. 9d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 3d.
	which ever duty shall be the greater.			
and by the substitution therefor of the following item:				
Ex 14 (1) Confectionery: Plain or fancy of all kinds, compounded, made or preserved with sugar, sweetened chocolate, n.e.e., sweetmeats, crystallized fruits, candied or preserved ginger and chow-chow:				
(b) Other . . *ad val.*	30%	20%	20%	10%
or per lb.	£0 0s. 8½d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 3½d.
	which ever duty shall be the greater.			
b) by the insertion of the following items:				
Ex 65 (g) Shirts and jacket shirts:				
(i) Of knitted material, of a chest measurement of 30 inches or more *ad val.*	40%	30%	30%	20%
or per garment	£0 6s. 0d.	£0 3s. 9d.	£0 3s. 9d.	£0 2s. 6d.
	whichever duty shall be the greater.			

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Item	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
Ex 76 Piece-goods, woven, knitted, crocheted or felted, n.e.e.:				
ex (c) (i) Printed or manufactured from coloured yarns as defined in Notes (2) and (3) to this item and corduroy: containing 100% of cotton:				
(B) Other:				
Being corduroy or weighing less than 4 oz. per square yard of a free-on-board value exceeding £0 1s. 6d. per sq. yd. *ad val.*	40%	20%	20%	7½%
Other . *ad val.*	40%	20%	20%	7½%
or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 2d.
	which ever duty shall be the greater.			
ex (c) (ii) Other, containing 100% of cotton:				
(B) Weighing less than 4 oz. per square yard: not being knitted: of a free-on-board value exceeding £0 1s. 6d. per sq. yd. but excluding dyed, as defined in Note (1) to this item, in a drill, twill, sateen or satin weave and in the loom state, commonly known as grey cloth, and bleached cloth as defined in Note (4) to this item *ad val.*	40%	20%	20%	7½%
(C) Other, weighing not less than 4 oz. per square yard:				
Dyed, as defined in Note (1) to this item, in a drill,twill,sateen or satin weave: in the loom state,commonly known as grey cloth, and bleached cloth as defined in Note (4) to this item *ad val.*	40%	20%	20%	7½%
or per sq. yd.	£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 5d.
	whichever duty shall be the greater.			
Other. *ad val.*	40%	20%	20%	7½%
or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 2d.
	whichever duty shall be the greater.			
ex (c) (iii) Printed or manufactured from coloured yarns as defined in Notes (2) and (3) to this item and corduroy: containing less than 100% of cotton:				
(B) Other:				
Being corduroy or weighing less than 4 oz. per square yard of a free-on-board value exceeding £0 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
Other. *ad val.*	40%	20%	20%	5%
or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 1½d.
	which ever duty shall be the greater.			
ex (c) (iv) Other, containing less than 100% of cotton:				
(B) Weiging less than 4 oz. per square yard: not being knitted: of a free-on-board value exceeding £0 1s. 6d. per square yard but excluding dyed, as defined in Note (1) to this item, in a drill, twill, sateen or satin weave and in the loom state commonly known as grey cloth, and bleached cloth as defined in Note (4) to this item *ad val.*	40%	20%	20%	5%
(C) Other, weighing not less than 4 oz. per square yard:				
Dyed, as defined in Note (1) to this item, in a drill,twill,sateen or satin weave: in the loom state,commonly known as grey cloth, and bleached cloth as defined in				

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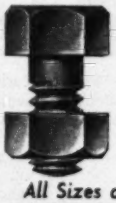

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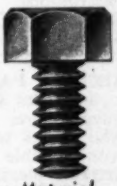

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RHODESIA continued

Item	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
Note (4) to this item *ad val.*	40%	20%	20%	5%
or per sq. yd.	£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 4½d.
	which ever duty shall be the greater.			
Other. *ad val.*	40%	20%	20%	5%
or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 1½d.
	which ever duty shall be the greater.			
ex (f) Other, n.e.e.				
(i) Printed or manufactured from coloured yarns as defined in Notes (2) and (3) to this item:				
(B) Other:				
Weighing less than 4 oz. per yard and of a free-on-board value exceeding £0 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
Other. *ad val.*	40%	20%	20%	5%
or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d	£0 0s. 1½d.
	which ever duty shall be the greater.			
(ii) Other:				
(B) Weighing less than 4 oz. per square yard:				
Corduroy *ad val.*	40%	20%	20%	5%
Other, in a drill, twill, sateen or satin weave of a free-on-board value exceeding £0 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
Other, not being knitted, of a free-on-board value exceeding £0 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
(C) Other, weighing not less than 4 oz. per square yard:				
Corduroy *ad val.*	40%	20%	20%	5%
In a drill, twill, sateen or satin weave *ad val.*	40%	20%	20%	5%
or per sq. yd.	£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 4½d.
	which ever duty shall be the greater.			
Other. *ad val.*	40%	20%	20%	5%
or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 1½d.
	which ever duty shall be the greater.			

CEYLON

Imports of drugs

THE BOARD OF TRADE have received a copy of Import Control Notice No. 10/64 issued by the Ceylon Controller of Imports and Exports on April 6, 1964. The notice contains a list of 125 drugs which may now be imported without an individual import licence.

A copy of the notice may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Leather	(i) Side leather
	(ii) Army-retan leather
	(iii) Split leather
	(iv) Pigskin leather
	(v) Fancy leather
(B) Mineral oil refining	Recovered and regenerated lubricating oil
(C) Vegetable oil milling	Rice bran oil

The proposal to designate these products was announced in the *Board of Trade Journal* of February 21, 1964, page 434.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2642), quoting reference CRE 1236/4/G.

(Continued on next page)

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INDONESIA

Changes in import and foreign exchange regulations

IT HAS BEEN reported that the Indonesian authorities have issued new import and foreign exchange control regulations to be effective immediately, replacing those issued on May 26, 1963, details of which were published in the *Board of Trade Journal* of July 5, 1963 (page 56).

Brief details of the new system are as follows:

Imports

Five rates of import duty are now chargeable, 0, 50, 100, 300, and 800 per cent. The regulations contain provision for the price control of imports and domestically produced goods.

Exports

The official basic rate remains RP 45 to the United States dollar, and the transaction rate for exports is now RP 250 to the United States dollar. An export incentive of 20 per cent of the FOB value in foreign exchange is payable to exporters, and a further incentive of 5 per cent is payable to export producers.

A further notice giving fuller details will be published as soon as they are received.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	6 Mar. 1964
– final (Q)	10 April 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	27 Mar. 1964
Catering trades turnover (M)	17 April 1964
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	31 Jan. 1964
New companies registered (M)	20 Mar. 1964
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	27 Mar. 1964
Production, exports and orders (M)	27 Mar. 1964
Film industry:	
British film fund agency returns (M)	3 April 1964
Cinema admissions and takings (M)	10 April 1964
Registrations of films (A)	28 Feb. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	14 Feb. 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	17 April 1964
Foreign trade of the UK:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	10 April 1964
Value of overseas trade (M)	27 Mar. 1964
Gold and dollar reserves (M)	10 April 1964
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Mar. 1964
Business (M)	17 April 1964
Industrial building:	
Provisional figures (Q)	This week
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	This week
N. Ireland index (M)	27 Mar. 1964
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	27 Mar. 1964
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from UK (Q)	3 April 1964
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	3 April 1964
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	17 April 1964
N. Ireland index (M)	3 April 1964
Shipping movement at UK ports (Q)	17 April 1964
Stocks:	
Manufacturers and distributors (Q)	10 April 1964
Retail (M)	17 April 1964
Textiles:	
Clothing and textile orders and deliveries (M)	17 April 1964
Man-made fibres production (M)	3 April 1964
Wholesale houses sales (M)	17 April 1964
Wool and cotton output (M)	17 April 1964
Tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	17 April 1964

Board of Trade Departments, etc. *Subject*	*Last published*
British Commercial Representatives Overseas	This week
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	This week
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	6 Dec. 1963
United States Consular Offices in the UK	21 July 1961

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